



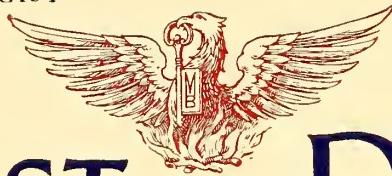
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THE CHEMIST AND DRUGGIST

NOVEMBER 18, 1933



The

# CHEMIST AND DRUGGIST

Established 1859

28 Essex Street, Strand, London, W.C.2

Registered as a Newspaper

No. 2806  
VOL. CXIX.

NOVEMBER 18, 1933

Annual Subscription (with  
Diary) 20/- Single Copies 9d.

*On reflection...*

C & D

**FREE FLOW**

*The Aspirin that  
has set a new standard*

**H. W. GRAESSER-THOMAS**

49 LEADENHALL STREET, LONDON, E.C.3

TELEPHONE MONUMENT 3011-3111

TELEGRAMS: UNOMEET, FEN, LONDON





and it keeps  
**YOUR SALES**  
right on top  
**Too!**

The new Brylcreem poster, size 120 in. x 80 in., is being displayed at strategic points throughout the country. Already millions see the Brylcreem press advertisements, and now millions more will be impressed by the striking poster, so that more Brylcreem sales than ever will be built up, and the Trade benefit thereby. Brylcreem is the best and quickest-selling line ever introduced to the trade, and it is the display line that brings other business. No progressive stockist can afford not to display Brylcreem. Keep a big Brylcreem counter and window display and big sales follow as surely as day follows night. Write for full details of bonus offers, display material and terms.

**BRYLCREEM**  
*The Perfect Hair Dressing*

**THE COUNTY PERFUMERY CO.**

BRADFORD STREET

∴ ∴

BIRMINGHAM



2 drm. sprinkler bottles 3/9 per doz.  
Larger size available 4 drm. 6/- per doz.

## LIGHTNING INHALANT

Despite the low price of this preparation its efficiency is of the highest. It does not irritate the nasal passages as do so many of this type of vaporant. A sound article brightly packed which sells on sight.

'An argument in favour of the 6d. pack.'

## POPULAR 6D. WINTER PACKS

**Arthur H. Cox & Co., Ltd.,**  
*Manufacturing Chemists,*  
**BRIGHTON**



1-oz. tins, 4-colour label 3/9 per doz.

## ZIM CHEST BRAND VAPOUR RUB

A two-way treatment which is rapidly and deservedly becoming popular with the public. This large size competes favourably with any on the market and the preparation is made to a well-known formula.

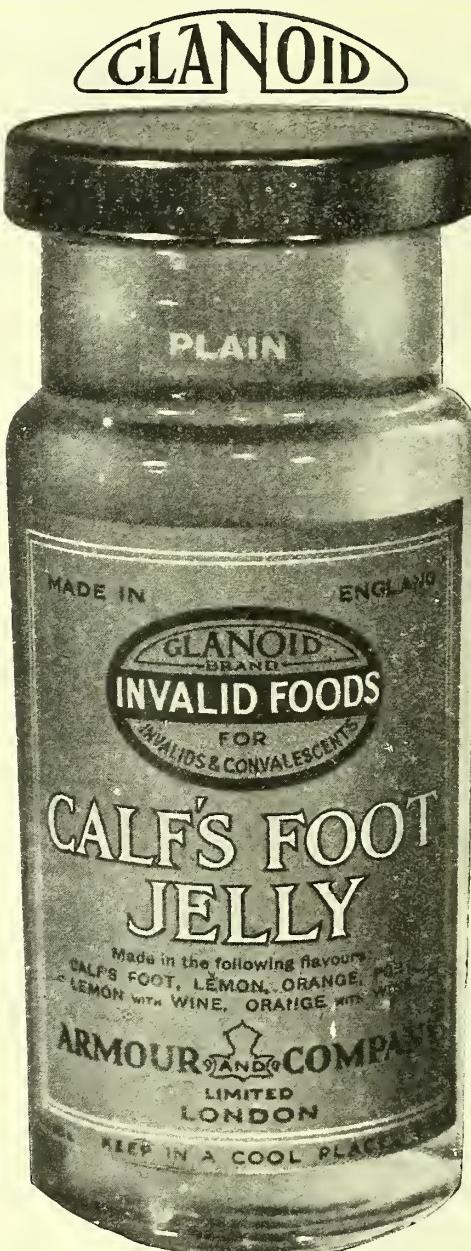
Also in

The ZIM Series:

Corn and Wart Solvent  
Toothache Tincture  
Stomach Powder.

3/9 per dozen. To Retail 6d.

**8<sup>D.</sup>**  
**PROFIT**  
**ON**  
**AN**  
**OUTLAY**  
**OF**  
**10<sup>D.</sup>**  
**OR**  
**80%**



**SOLD**  
**BY**  
**CHEMISTS**  
**ONLY**  
  
**MADE**  
**IN**  
**OUR**  
**LONDON**  
**LABORATORIES**

**Retail Price 1/6 per Jar. Chemists' Price 10/- per doz.**

LABORATORY DEPARTMENT  
**ARMOUR AND COMPANY**  
 LIMITED

ARMOUR HOUSE, St. MARTIN'S-LE-GRAND,  
 LONDON, E.C.1.

Telegrams: "ARMOSATA-CENT," LONDON

Telephone: NATIONAL 2424

**A SCIENTIFIC DISCOVERY  
OF IMMENSE IMPORTANCE  
especially to  
MOTHERS and CHILDREN**

**CROOKES' COLLOSO<sup>L</sup>  
HALIBUT LIVER OIL**

Contains 80 times as much Vitamin A (anti-infective)  
10 times as much Vitamin D (bone-forming)  
as in Finest Cod Liver Oil

IN BOTTLES 2½ 16 DAYS' SUPPLY      IN CAPSULES 2½ PER BOTTLE  
SCIENTIFICALLY STANDARDISED IN RESPECT OF THE GROWTH PROMOTING AND BONE-FORMING VITAMIN CONTENTS

MORE ECONOMICAL, EFFICACIOUS, PALATABLE  
AND MORE EASILY ADMINISTERED THAN COD LIVER OIL  
PREPARED SOLELY AT THE CROOKES' LABORATORIES, LONDON

The compelling Window display shown above is issued to chemists taking advantage of Bonus Terms. Height 16<sup>1</sup>/<sub>4</sub>" Width 24" Depth 16<sup>3</sup>/<sub>4</sub>"

**BONUS TERMS**

Profit over **70%** on outlay  
Now P.A.T.A. lines

A Continuous National Press Campaign to help your sales up

## THE CROOKES' LABORATORIES

BRITISH COLLOIDS LIMITED

PARK ROYAL, LONDON, N.W.10

Phone : Willesden 6313 (3 lines) + Grams : Collosols, Harles, London

**BRITISH  
MADE**

# Elastocrépe

TRADE MARK

## SUPER ELASTIC CLOTH BANDAGE

Non-adhesive

Made from the same fine resilient yarns as Elastoplast, and of greater tensile strength than the usual type of Crepe Bandage, Elastocrépe provides perfect support for the after-care of all leg afflictions, **Varicose Veins, Sprains, Strains, Weak Joints, etc.**, Elastocrépe is smooth in texture and allows free circulation and ventilation.

WASHING RENEWS THE ELASTICITY

2"	Trade - 11/-	doz.	Retail - 1/3 each	Flesh
2½"	"	13/-	"	1/6 "
3"	"	15/-	"	1/9 "
4"	"	19/-	"	2/3 "
5"	"	23/-	"	2/9 "
6"	"	28/-	"	3/3 "

or

3"	"	15/-	"	Cream
4"	"	19/-	"	Cream
5"	"	23/-	"	Shade
6"	"	28/-	"	only

ATTRACTIVELY BOXED IN HALF-DOZENS

## SUPER FLEXIBLE WRIST STRAP

With Elastic Fastener

Made from the same material and fitted with a special elastic and button fastener. The Elastocrépe Wrist Strap is very easily applied and adjusted to give the exact degree of support required, and is useful to all athletes and manual workers who are troubled with weak or injured wrists.

Also equally efficient as an ankle support.

WASHING RENEWS THE ELASTICITY

Display Cards with 3 Flesh and 3 Cream.

Trade Price 6/- 10. Retail at 9d. each

(Prices to Med. Prof., approximately 12½% off Retail Prices)

**T. J. SMITH & NEPHEW Ltd.**

Dept. C. **NEPTUNE STREET, HULL**  
And at London, Glasgow, Manchester

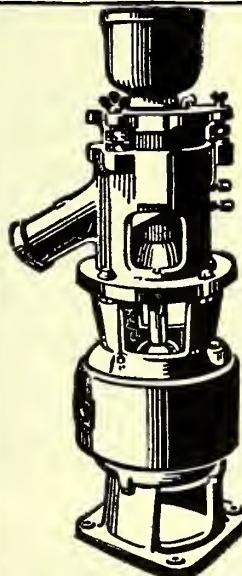
★ *The Makers of Elastoplast* ★  
**ORDER FROM YOUR WHOLESALER**



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## PREMIER PASTE MILL



5" Paste Mill with direct coupled Motor.

Is a slow speed Mill direct coupled to Motor. There are two working surfaces, one rotating and the other fixed. The clearance between the two can be adjusted with absolute precision to a 1/1000th of an inch.

This latest development of THE PREMIER COLLOID MILL is designed to handle viscous fluids and semi-pastes.

All contact parts are fescolised nickel, or any other metal to suit user's requirements.

**EASY TO HANDLE and EASY TO CLEAN**

In extensive use by the leading manufacturers for :-

**COSMETICS and SHAVING CREAMS, LIP STICKS, SKIN CREAMS, FOOD PRODUCTS, HAIR PREPARATIONS, VISCOUS EMULSIONS, PERFUMERY PRODUCTS, OINTMENTS, etc.**

**PREMIER COLLOID MILLS, LTD**

BRETENHAM HOUSE, WELLINGTON STREET, STRAND,  
LONDON, W.C.2.

Phone : Temple Bar 5801 (5 lines).

Telegrams : "Burboul, Rand, London."

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**JOHN THOMPSON (Wholesale Druggists 1921) LTD**  
*(Jaytee's)*

**LIVERPOOL**

TELEGRAPHIC ADDRESS: "DRUGS" LIVERPOOL

**DRUGS, CHEMICALS, GALENICALS, TABLETS,  
PILLS, PATENT MEDICINES, CHEMISTS' SUNDRIES,  
PHOTOGRAPHIC SUPPLIES AND TOBACCO'S**

*Our Prices are Right, Our Quality is of the Best,  
MAY WE QUOTE YOU?*

*All Drugs and Chemicals employed in manufacture are the finest procurable and the finished Products  
are guaranteed to conform to B.P. or other recognised standards.*

# *The* FINEST LABORATORIES IN THE BRITISH EMPIRE



## *are* BUSY PRODUCING THE EMPIRE'S BEST SELLERS



No sign of the slump at the great Veno laboratories! The complete re-organisation of an already efficient system has not only speeded up production to a marked extent but made these laboratories the finest of their kind in Great Britain. Sales of those ever-popular proprietaries, Germolene Brand Ointment, Dr. Cassells Brand Tablets, and Venos Brand Lightning Cough Cure, are leaping to still higher levels.

Advertising on a huge scale is continuously appearing in all the leading National and Provincial Press.

Ours is a prosperity you can share. Write to-day for terms and display material, and get in your stocks of the lines that bring certain sales, big profits to every stockist.

### IMPORTANT

It is not often that a new line has such a successful introduction or as promising a future as PHENSIC, the great new Pain-Killer. Already it is well on the way to becoming a 'best seller.' It is backed by forceful advertising now appearing in the National and Provincial papers... it is a line so remarkably efficacious that a first customer becomes a permanent customer. Don't delay. The demand is rising.

Write for stocks to the sole selling agents:—



# VENO DRUG CO. LTD.

CHESTER ROAD, MANCHESTER, 16

# Give Away! A Real Silk Hanky Puff **FREE!**

TO EVERY PURCHASER  
OF ANY OF THE FOLLOWING:-

- 1/- Poudre Tokalon
- 1/- Tokalon Vanishing Skinfood
- 1/3 Tokalon Biocel Skinfood
- 1/- Tokalon Compact

## *A Scheme backed by Enormous ADVERTISING*

### BACK TO 1/- SIZES

Enormous National Advertising of the greatest selling scheme ever seen in the British Isles, concentrated on 1/- sizes and over, commenced 15th November.

#### WE SUPPLY FREE with every order for

- |   |                             |
|---|-----------------------------|
| 1/- Poudre Tokalon  | 1/- Tokalon Compact         |
| 1/- Tokalon Vanishing Skinfood  | 1/3 Tokalon Biocel Skinfood |
| PURE SILK HANDKERCHIEF PUFFS to be given away to each purchaser of these lines. |                             |

Minimum Order: 3-dozen units comprised of any assortment of above four products.

Larger orders must be multiples of 3 dozen—i.e., 6 dozen, 12 dozen and so on.

You pay only the ordinary trade price of the lines themselves, less usual display allowance and cash discount; 3 dozen hanky puffs being included free with each 3 dozen units.

Each 3-dozen parcel of puffs contains an assortment of four beautiful pastel shades.

Thousands of shops will be displaying this offer.

*This is a marvellous opportunity to get the public away from 6d. and back to 1/- sizes . . . at a handsome increased profit to you.*

**TOKALON LTD., CHASE ROAD, ACTON, LONDON, N.W.10**

LOOK OUT FOR THIS HALF-PAGE AD.  
IN COLOUR. Daily Mail  
Nov. 29

**FREE**  
or A FEW DAYS ONLY

**This Amazing Offer!**

A new discovery will give you a softness no man can resist. Every ½ oz of the smooth rose-petal beauty gives an alluring and lasting glow to the greatest skin. Not just on nose or face after hours in room or when out in wind.

New process - patented by Mousse of Cream is blended with silk-sifted powder. That is Tokalon cling five times as far. That is why Poudres Poudres do, causing it to marvellous complexion day. See for yourself. Cream is the exclusive to a box.

**t's Advice**  
**The Skin**  
get a fresh, clear, complexion

**YOURS TODAY**  
our Dealer is Sold Out

Skin Specialists have proved that the greatest natural beautifiers of the skin are pure dairy cream and predigested olive oil. These are combined in Tokalon Vanishing Skinfood. They penetrate into the pores and remove deep-seated impurities which soap and water cannot reach. Blackheads quickly disappear. Other tonic and astringent ingredients soon contract ugly enlarged pores and gives the skin a smooth, girlish beauty. Tokalon Vanishing Skinfood should be used during the day.

If you want to look ten years younger use Tokalon 'Biocel' at night. 'Biocel' is the discovery of Prof. Dr. Stejskal of Vienna. It is the precious natural element the skin itself contains, and must have to 'look young'. Rejuvenates the skin; removes fine and wrinkles and tones up sagging, tired facial muscles. Tubes 8d, Jars 1/- & 1.3d.

Tokalon Beauty Products are obtainable from Chemists and Stores everywhere. Get your Free Handkerchief Puff To-day!

**This Real Silk Hanky Puff**  
GIVEN AWAY  
WITH EVERY PURCHASE  
OF ANY OF THESE  
TOKALON PRODUCTS

1/4 box Poudre Tokalon  
1/2 jar Tokalon Vanishing Skinfood (Non-Greasy)  
1/2 Tokalon 'Biocel' Skinfood  
1/2 Tokalon Compact (complete with mirror & puff)

Real Silk (not artificial) according to the discovery of Prof. Dr. Stejskal of Vienna. It is the precious natural element the skin itself contains, and must have to 'look young'. Rejuvenates the skin; removes fine and wrinkles and tones up sagging, tired facial muscles. Tubes 8d, Jars 1/- & 1.3d.

One of the series of large Advertisements which will appear in National Newspapers.

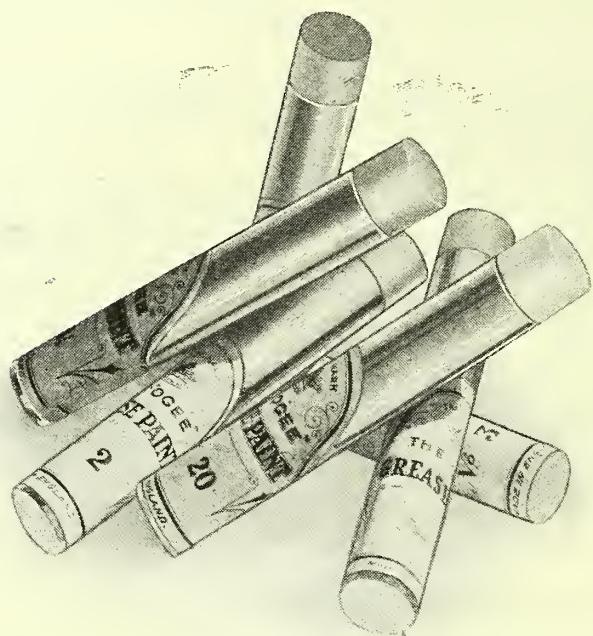
THIS SHOWCARD  
PULLS LIKE A  
MAGNET !

IT  
WILL  
PAY  
YOU  
TO  
DISPLAY  
IT

**Free**  
with ANY of  
these  
Tokalon Products

1/-	1/-	1/-
Creme Tokalon Vanishing Skinfood	Tokalon Compact	Tokalon Vanishing Skinfood

1/-



**Another  
HEAVY SEASONAL  
DEMAND FOR  
GREASE  
PAINTS  
IS COMING**

*Are  
you ready?*

*Ogee*  
**G R E A S E  
P A I N T S**  
over 2 doz. shades. British  
made. World famed

1 Very Pale Flesh. 1½ Moderately Pale. 2 Fair Complexion. 2½ Medium Flesh. 3 Pale Complexion. 3½ Slightly Sunburnt. 4 Dark Flesh. 4½ Very Dark Flesh. 5 Sallow or Chinese. 5½ Dark Sallow. 6 Yellowish Flesh. 6½ Japanese. 7 Brown. 8 Armenian Bole. 9 Sunburnt or Indian. 10 Light Brown. 11 Burnt Umber or Othello. 12 Black. 13 Red, Brown or Mulatto. 14 Chocolate or North African. 25 Brick Red. 16 Dark Brown. 17 Light Joining Paste. 18 Dark Joining Paste. 19 Light Chocolate. 20 White. Light, Medium and Dark Yellow. Old Red, Citron. Light, Medium and Dark Grey. Light, Medium and Dark Blue. Chrome Orange, Rose, Dark Rose. Carmine, Vermilion. Carmine (I). Carmine (II). Carmine (III).

GREASE PAINTS	4/- doz.
SHORT LINERS	2/- doz.
CARMINES	2/3 doz.
LONG LINERS	2/6 doz.
CARMINES	2/9 doz.

THE period of greatest public demand for Grease Paints is immediately ahead. The peak periods for amateur theatricals and family frolics are always Xmas and the New Year. Hundreds of men and women will be in the market then for special make-up for the festive fun and games. Let them see these necessities each time they use your shop! By putting in a show of "Ogee" Grease Paints now, you will be confronting this seasonal buying public with a definite need and assuring yourself of your proper percentage of the profitable local demand.

*One of the  
Guaranteed  
"Ogee" Lines!*

**OSBORNE, GARRETT & CO., LTD**  
London · Birmingham · Glasgow · Manchester

# You Can't Afford To Miss Visiting

## Maw's Modern Showrooms

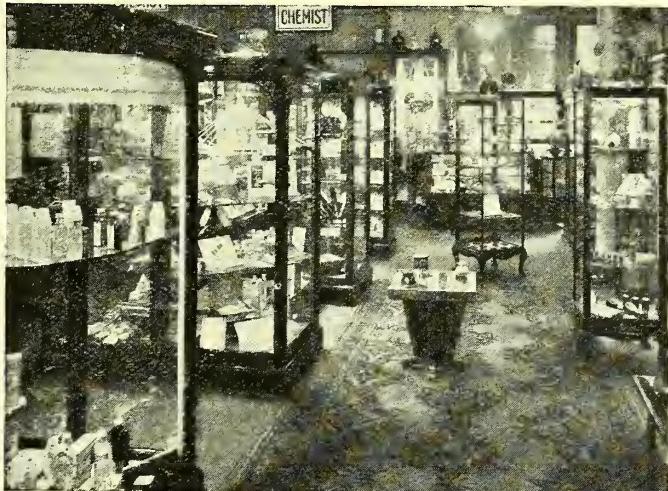


Illustration of one Section of Maw's Showrooms

Visitors will find a superb range of exclusive modern merchandise, including fascinating items of real gift appeal.

Apart from the goods you will be intrigued with the innumerable selling ideas. These range from the cutest little Personal message showcards and latest display notions to stunning display papers, the most modern lighting effects, and sales-making winter display signs. Everything to make your Christmas business better and more profitable.

We can assure you of a cordial welcome. We have an adequate staff of specialized sales people and their enthusiasm is infectious.

Why not plan NOW to call this week? We are anxious to co-operate in improving your sundries business from to-day.

**S. Maw, Son, & Sons Ltd.  
7/12 Aldersgate Street, London, E.C.1**

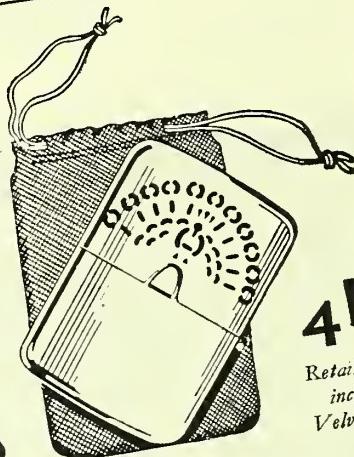
**9 out of 10  
People who Pass Your Shop  
need a "Platinum" Pocket Warmer!**

The appeal of the "Platinum" is unlimited—Invalids, Sportsmen, Travellers, Motorists or anyone who braves the elements.

The "Platinum" Pocket Warmer is a nickel-plated little invention weighing only 2 ozs. and no bigger than a cigarette case. One filling of petrol or benzine creates 24 hours' cosy, comforting warmth with no smell or danger of fire. They come to you at 30/- a dozen and retail at 4/6. That's 2/- clear profit on every sale.

## "PLATINUM" POCKET WARMER

Send 2/6 Postal Order for Sample "Platinum." Forceful and extensive advertising in the National Press is going to create a big demand in your district.



**4/6**

Retail Price  
including  
Velvet Cover

Obtainable from  
**AZAKAMI & CO.,**  
6 DENMARK STREET, W.C.2

### Super Concentrates COLOGNE PERFUMES

"All in"

ORDINARY  
COLOGNE  
STRENGTH  
10/- Pint.  
Eau de Cologne  
only.

TEST  
SAMPLE  
SUPPLIED.

TO PRODUCE  
ONE  
PINT EAU  
DE COLOGNE  
(or any perfume)  
TAKE



EXTRA  
COLOGNE  
QUALITY  
15/- Pint

Also the following:  
CARNATION.  
CHYPRE.  
EAU DE  
COLOGNE.  
FANTASIA "  
JASMIN.  
LAVENDER  
WATER.  
LILAC.  
LILY OF THE  
VALLEY.  
MIMOSA.  
OPONONAX.  
SWEET PEA.  
VIOLET  
and others.

"SUPER CONCENTRATE" 1 OZ.  
METHYLATED SPIRIT - - 19 OZS.

MIX, AND PERFUME IS THEN READY FOR USE.  
By this process, fragrant refreshing Perfumes are possible  
at a very low cost.

CLAYTON & JOWETT, Ltd., 46 Wood St., Liverpool

### ADVANCE SALES OF

## Queen Anne

Lavender in the new Chris'mas pack  
★ are reaching record figures. Have  
you received particulars? If not a  
postcard will secure them by return.

Sole Distributor:—

**GUSTAV BOEHM,**  
38 Moreland Street,  
Goswell Road, E.C.1.

Clerkenwell 6066.

### OVER FIVE THOUSAND DENTISTS

are now using, and recom-  
mending their patients to use

## ORALITE DENTURE SOAP

The most effective cleanser and steriliser known  
for NATURAL TEETH, ARTIFICIAL TEETH  
— and the GUMS —

A national advertising campaign is now in progress  
and we urge you to write at once for particulars  
of our attractive "First Order Terms."

THE ORALITE CO., LTD., THORNTON, Blackpool, Lancs.

*Just what you  
want for Xmas Trade*

## The ANZORA Xmas Gift Casket



**This is going to be an  
ANZORA Christmas —  
our advertising ensures  
a splendid season for you**

December is always an extra good month for Anzora, but this year it will be better than ever! We have taken full advantage of the turn of the trade tide — by extending our selling range to include a special Xmas Gift line, consisting of 2 bottles of Anzora and 1 bottle of Anzora Brilliantine — packed in a handsome casket; our advertising campaign is being conducted on a nation-wide scale; an extensive range of showcards and display material is available — all to ensure a splendid season for you! Link up with this Sales Drive — stock up with Anzora and make sure of the sales that are coming your way!

### TRADE TERMS:

#### Anzora Gift Casket

2/8 each ... ... ... Retail at 4/-

#### Anzora Cream and Viola

8/- per dozen ... ... ... Retail at 12/-

12/- " " " " " " " " 18/-

20/- " " " " " " " " 30/-

#### Anzora Brilliantine

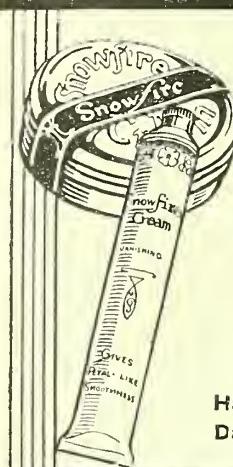
8/- per dozen ... ... ... Retail at 12/-

ANZORA

MASTERS THE HAIR

ANZORA PERFUMERY CO., LTD.  
LONDON, N.W.6

**The 'STAR' of popular priced face creams**



Snowfire Cream—always in demand from regular customers, always making new friends—a most profitable line to handle. Stock it—show it—recommend it—quick sales and a large, rapid turnover will reward you.

Handbag Containers - 3d.  
Dainty Tubes - 6d. Retail

**SNOWFIRE  
Vanishing CREAM**

Manufactured by  
**F. W. HAMPSHIRE & CO. LTD., Sunnydale Works, Derby.**

**SELL TO  
MOTORISTS**

HERE is the Soap you have been looking for. A pumice block which looks like a high grade toilet soap—and lathers like one, too. And at a price which is within the reach of all.

**CALVERT'S  
PUMICE SOAP**

**SPECIAL OFFER**

On orders of £4

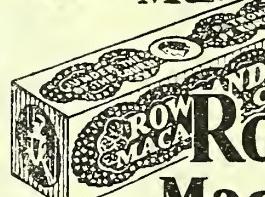
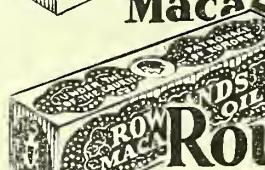
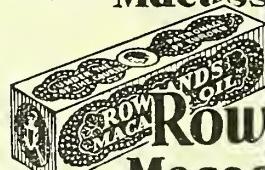
2/- doz. less 10% and 2½% cash

On orders of 54/-

2/- doz. less 5% and 2½% cash

NOTE.—Orders need not be confined to Calvert's Pumice Soap solely, but can include any of our other well-known lines.

**F. C. CALVERT & CO., LTD., Manchester**



**STEADILY  
GROWING**

*The popularity of Rowland's Macassar Oil as a Hair Tonic and Dressing, is reflected in the steady increase in sales during the past year. Widely known and well advertised, it attracts a high class and profitable trade.*

**FAMOUS  
SINCE 1793**

**Rowland's  
Macassar Oil**

**A. ROWLAND & SONS, LTD.  
22 LAYSTALL ST., ROSEBURY AVE., E.C.1.**



**BOTH-WAYS  
TOOTH BRUSH**

**ATTRACTIVE — EFFECTIVE —  
DURABLE**

HARD BRISTLE IN BEST BONE HANDLES

KEEPS ITS STIFFNESS

**Gent's 11/-**

(in single cartons 1/- per dozen extra)

**Lady's 8/-**

EYEBROW & EYELASH BRUSHES

BONE Handles, black or white bristles 2/6 per doz.  
ERINOID Handles, assorted colours ... 4/6 "

**ATTRACTIVE SHOWCARD**

containing two Sets Bone Brushes and four Sets Erinoid (a Set is one each Eyebrow and Eyelash)  
3/9 per card

Same assortment,  
unmounted 3/6.

**BIDWELLS,  
AXMINSTER**



BIDWELL BIDWELL & CO LIMITED.

# Frozocclone

REGD.

The Original  
Solid Eau de Cologne



**FROZOCCLONE** is being  
continuously advertised in  
“The Times” and “Daily Telegraph” in an  
unusually intimate manner.

This is bound to bring you enquiries. Will  
you co-operate by placing FROZOCCLONE  
on your counter?

*Frozocclone is an ideal gift line*

PRICES:

Large Size

**3s. 6d**

Small Size

**2s. Od.**

P.A.T.A.

**R. DEMUTH'S  
LABORATORIES**

68 Salusbury Rd. and Montrose Av.  
LONDON, N.W.6.

PER DOZ.:

Large Size

**28/-**

Small Size

**16/-**

# Stock these Ideal Xmas Gifts for Men



**MODEL B B**  
Red Ring Razor in Moulded Case with five Blades.

The Razor with Magnetic Pick-up

THREE LINES of outstanding quality and value, which combine novelty with practical utility, and so will enjoy a ready demand amongst buyers of Xmas Gifts for Men.

"Eclipse" razors and blades sell all the year round and leave no "dead stock."



**SEVEN BLADE SET**

Complete in neat leather wallet. Ideal for home or travel—gives weeks of perfect shaving.

Prices for U.K. only

**"Eclipse"**  
RED RING MAGNETIC  
RAZOR  
& SUPER RAZOR BLADES

Obtainable from your usual Wholesaler or direct from the Sole Manufacturers:

JAMES NEILL & CO. (SHEFFIELD) LTD.,  
COMPOSITE STEEL WORKS, SHEFFIELD, 11



**WANIE**  
AUTO-TYPE  
BLADES  
**9/- PER 100**

**NOW!**  
A WANIE  
for EVERY  
RAZOR!

Send for samples to  
Dept. C.D.

**LONDON & PROVINCIAL FACTORS, LTD.**  
146 Theobalds Road, W.C.1, and at 16 Withy Grove, Manchester.

Irish Free State Agents:  
Messrs. W. A. FREEDMAN & CO., 20/21 Merchants Quay, Dublin.  
Wholesalers are invited to apply for Trade Terms.

Don't forget to order your stocks of

**TIM 4/6**  
BRITISH BLADES PER GROSS



## Seccotine —British and Best

"Seccotine" is no nine days' wonder. It has been world famous for nearly 50 years and is in constant demand.

When your customers ask for "Seccotine" see that they get it. If they ask for a good adhesive sell them "Seccotine."

the best in the world. "Seccotine" ensures satisfaction. Cheap substitutes often mean disappointment. "Seccotine" is good reliable Stock—Sure to Sell and will increase your turnover and profit.

We are sparing no pains to help you sell more "Seccotins." Watch for our National Advertising and write for free booklets, cut-outs, etc.

# SECCOTINE

The World's strongest adhesive REGD.

Sole Proprietors :  
McCaw, Stevenson  
& Orr, Ltd., Belfast



# A WINNER THIS XMAS

**MICKEY MOUSE'S  
OWN TOOTHBRUSH**

Mickey Mouse is always bright  
His little teeth are clean and white  
So take his tip and get up early  
Brush your teeth and keep them pearly



MADE BY  
**ADDIS**  
HERTFORD, ENGLAND  
THE OLDEST FIRM OF TOOTHBRUSH  
MANUFACTURERS IN THE WORLD  
EST. 1780

BY PERMISSION OF WALT DISNEY-MICKEY MOUSE LTD.

RELEASED DECEMBER 1st

Each brush on an  
attractive "Mickey"  
Portrait Card.



Every boy and girl  
should have one  
this Xmas !

Obtainable from your usual Wholesaler

Price **3/10** per dozen

MADE IN ENGLAND BY

**Addis**  
ESTB. 1780  
REGD

BRUSH WORKS  
**HERTFORD**

# HOT WATER BOTTLE COVERS

VELOURS IN  
SEVERAL QUALITIES

—  
VELVET CORDUROY  
—

FANCY CHECK  
MOLLETONS  
—

PLAIN and PRINTED  
PLUSH  
—

BEAVELOUR,  
RIPPLE, etc.  
—

COVERS WITH PYJAMA POCKET

OBtainable from all leading Wholesalers.



## QUALITY H 14a VELOOURS

To help your sales  
we are sending free  
of charge two of  
these Registered  
Display Devices with  
every dozen  
H 14a Covers.

SPECIFY QUALITY H 14a, THE  
BEST VELOURS COVER MADE.

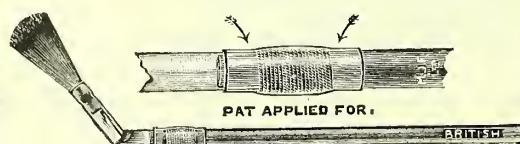
**SOLPORT**  
BROTHERS LIMITED

184-192 GOSWELL ROAD, LONDON, E.C.1

## SOMETHING REALLY NEW



With Glass Handle, sealed both ends.  
Entirely sterile and sterilizable.  
Bent or Straight,  
3/- per doz.



The "ASEPTO," with Cellulose Covered Binding,  
2/3 per doz.

MAKERS:

**M.J. FECHER LIMITED**  
CUCKOO HOUSE, DOD STREET,

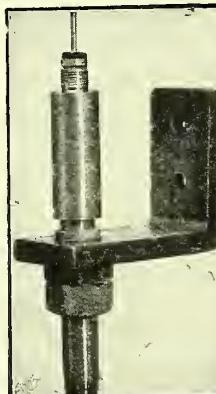
Telephone: BURDETT RD., E.14 Telegrams: Lamp  
East 3228. Glass, Pop., London

## THE "SAFEGUARD" BRAND OF PREVENTIVES (Rubber Goods)

Are SUPPLIED to CHEMISTS & DRUGGISTS ONLY  
FINEST QUALITY HYGIENIC PACKING  
Write for Samples and Prices.

**BURGE, WARREN & RIDGLEY, LTD.**  
91/92 GREAT SAFFRON HILL, E.C.1  
Phone: Holborn 0050. Telegrams: Drugsund, Smith, London.

**F. MAUND & E. BERG (SHOWCASES) Ltd.**  
SHOPFITTERS & SHOPFRONT BUILDERS  
**167/9 & 175/9 OLD STREET, LONDON, E.C.1**  
are offering for sale, at competitive prices,  
an extensive and exceptionally full range of  
Chemists' Fittings, Second-hand and New.



## SPRINKLER BOTTLES

### Automatic Rinsing

Can be connected to the town's water supply by metal or india rubber hose pipe.

By merely passing the mouth of the bottle over the jet and pressing the bottle downwards water is automatically sprayed into the bottle. The water completely drains away from the bottle as it is withdrawn.

Further particulars may be obtained from  
the makers:—

**The THOMAS HILL**  
Engineering Co. (HULL), Ltd.  
9 PARK LANE, STEPNEY, HULL

# NEW! A SURE SELLER

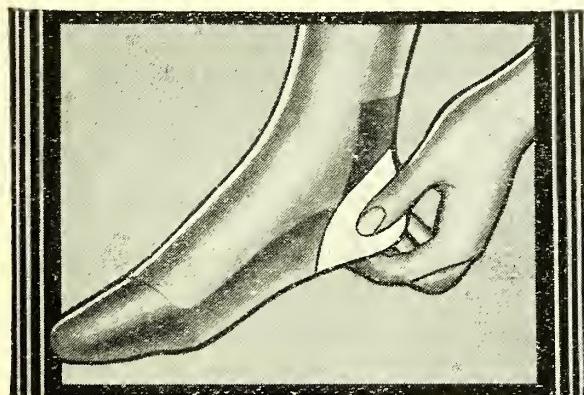


## AND—introductory BONUS OFFER!

**14 - to - the - DOZEN**  
on orders of NOT LESS than 3 DOZEN  
Price 8/- per doz. Retailing at  
1/- per pair.

Sizes : Ladies 1, 2, 3, 4      Gents 5, 6, 7

**WASHABLE SANITARY, ECONOMICAL**



**SAVES WEAR, PREVENTS SLIPPING**

Dr. Scholl's STOCKING PROTECTOR—made of a new, patented material which is thin, dainty, comfortable, durable—AND WASHABLE!—is an assured quick-seller. It fits snugly to the heel, requires no attachment, and comes in sufficient sizes to ensure perfect comfort. Each pair is in an attractive carton and each dozen cartons in a striking display container. A powerful, full-colour showcard will keep this line moving fast. To introduce Dr. Scholl's STOCKING PROTECTOR, we offer 14-to-the-dozen on orders of 3 dozen or more until November 30th.

**ORDER NOW!**

***Dr Scholl's*  
STOCKING  
PROTECTOR**

THE SCHOLL MANUFACTURING CO., LTD., 188-194 ST. JOHN STREET, LONDON, E.C.1

**Best sellers**

The public is asking for **ZEAL CLINICAL THERMOMETERS** because they are:-  
GUARANTEED TO STAY ACCURATE CONSISTENTLY ADVERTISED

Made by  
**ZEAL**

-the name the public knows.

G.H. ZEAL, LTD.,  
75 & 77, St. John St., London, E.C.1.



## "CLEMENTS-NEWLINGS" DEPENDABLE FITTINGS

AS USED IN THE FIRST  
"CHEMIST & DRUGGIST"  
MODEL WINDOW DISPLAY  
Large Stock Supplies  
Lists Free

No. 2824/c. All Steel

### Chromium Pedestals

(Round Section). Fitted with Screwed Rubber Studs  
Stocked in the following sizes:

Height	Span	In.	Each	Doz.
9	5	3/-	@ 2/10	ea.
12	6	3/6	3/4	
15	7½	4/3	4/-	"
18	7½	5/-	4/9	"
21	7½	5/9	5/6	"
24	10	7/-	6/8	"
30	12½	8/6	8/1	"



### Plate Glass Shelves

Rounded and Polished Edges.

### No. 1527/c. OVALS

Stocked in Six Sizes:

Height	Span	Each	Doz.
12 in.	9 in.	1/8	19/-
14 in.	10 in.	2/-	23/-
16 in.	10 in.	2/3	26/-
18 in.	12 in.	2/9	31/6
20 in.	15 in.	4/3	48/6
24 in.	18 in.	6/-	68/6

and in other shapes.

Black Glass Ovals to Order.

New Xmas Showcard List, Free.

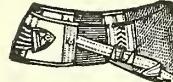
NATIONAL 5511-5515

## CLEMENTS, NEWLING & Co., Ltd.,

Manufacturers of Shop Fittings and Display Stands  
95 & 96 WOOD STREET, LONDON, E.C.2

## J. H. HAYWOOD, Ltd.

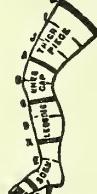
Established 1833



### SPECIALITIES FOR WINTER.

ELASTIC HOSIERY (Seamed and Seamless), TRUSSES (Spring and Elastic), SUSPENSORY BANDAGES, BRACES, LADIES' AND GENT'S ABDOMINAL BELTS for support and warmth, made in felt, flannel and fleecy.

CHEST PROTECTORS, SLEEPING SOCKS, INDIA-RUBBER AND AIR-PROOF GOODS, NURSING REQUISITES, DRUGGISTS' SUNDRIES, &c.



PRICES ON APPLICATION

# "DUREX"

LIQUID LATEX PROTECTIVES

MADE IN ENGLAND

"A STANDARD LINE  
OF MODERN PHARMACY"

For samples (gratis) and prices  
write to

THE LONDON RUBBER COMPANY,

"ELARCO HOUSE,"

183, ALDERSGATE STREET,  
LONDON, E.C.1

— Proprietors also of —  
"ELARCO" AND "BIRCON"

The reliability of

# Pharma

## HOT WATER BOTTLES

— builds a reliable clientele



NON-SPILL STOPPER

EASY FILL NECK

The dependability of the Pharma has been proved to the full during the last three selling seasons. In this period almost a million bottles have been sold without a single serious criticism or complaint from a buyer.

This season's model is exactly the same as last year's, for we have yet to find a feature upon which improvement can be made. Pharma Bottles mean satisfaction to the full.

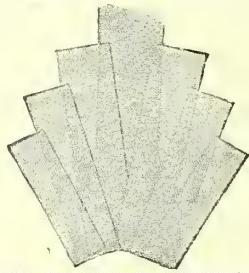
In red, green, blue, blue and green marble, and jazz.

Obtainable through all the leading wholesale houses.

**THE LEYLAND & BIRMINGHAM RUBBER Co., Ltd.  
LEYLAND, LANCS.**

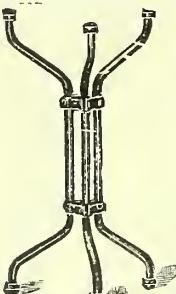
London Office : GRAND BUILDINGS, TRAFALGAR SQ., LONDON, W.C.2.

## KING'S FOR SHOPFITTINGS



FIRST QUALITY GLASS SHELVES.  
 $\frac{1}{4}$  thick. No. M436.

Size, each.	Price,	Size, each.	Price,
24" x 6"	3/3	30" x 10"	5/-
30" x 6"	3/6	36" x 10"	6/-
36" x 6"	4/-	42" x 10"	7/-
30" x 8"	4/6	30" x 12"	5/6
36" x 8"	5/3	36" x 12"	6/6
42" x 8"	6/3	42" x 12"	6/6

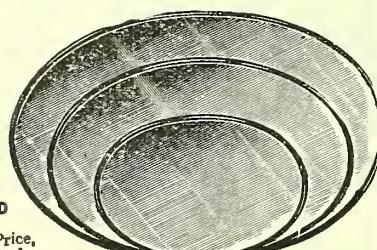


METAL DISPLAY PEDESTAL.		
No. H.	Round Section, fitted with Rubber Studs at Top and Bottom	Plate Finish.
Brown	Bronze	Chromium
9"	1/3 each.	2/6 each.
12"	1/6 "	3/- "
15"	1/9 "	3/9 "
18"	2/3 "	4/6 "
21"	2/9 "	5/3 "
24"	3/3 "	6/- "
30"	3/9 "	7/6 "



Ref. No. H2108.  
SOLID OAK POLISHED  
PEDESTAL.

Size, per doz.	Price,	Size, per doz.	Price,
6"	10/6	18"	16/6
9"	11/6	24"	18/6
12"	13/-	30"	21/-
15"	14/6		



FIRST QUALITY GLASS OVALS.

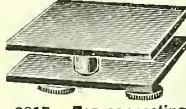
No. OK254.	$\frac{1}{4}$ " Thick Polished Edges.	Price,
Size, each.	Size, each.	Price,
9" x 6"	1/4" 16" x 10"	2/3
10" x 7"	1/5 18" x 12"	2/9
12" x 9"	1/6 20" x 15"	4/3
14" x 10"	2/ 24" x 18"	6/-
16" x 9"	2/2 30" x 20"	10/6

NEW CATALOGUES  
Display Fittings - - No. 1013  
Xmas Decorations } No. 1461  
and Showwards }

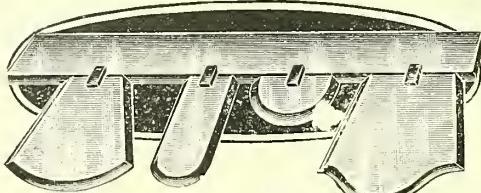
We will be pleased to forward the above lists post free on application

No. H2790.  
IMPROVED BRACKET FOR  
CORNER SHELF WITH THREE  
ADJUSTING SCREWS.  
bronze finish. 1/3 each. 13/6 doz.  
No. OK355.

FIRST QUALITY CORNER GLASS  
SHELVES for above,  $\frac{1}{4}$ " thick,  
polished edges. 8" x 8", 18/- doz.  
10" x 10", 21/- doz.  
No. 9007.  $\frac{1}{4}$ " WALL SOCKETS for  
above. 1/3 doz.



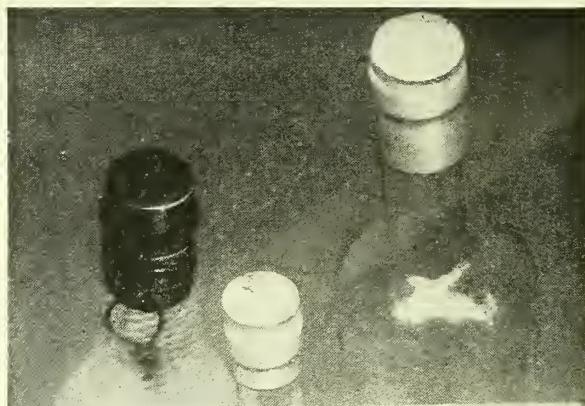
No. 9017. For connecting two  
Glass shelves. Heavy nickel-  
plated finish. 10/6 doz.



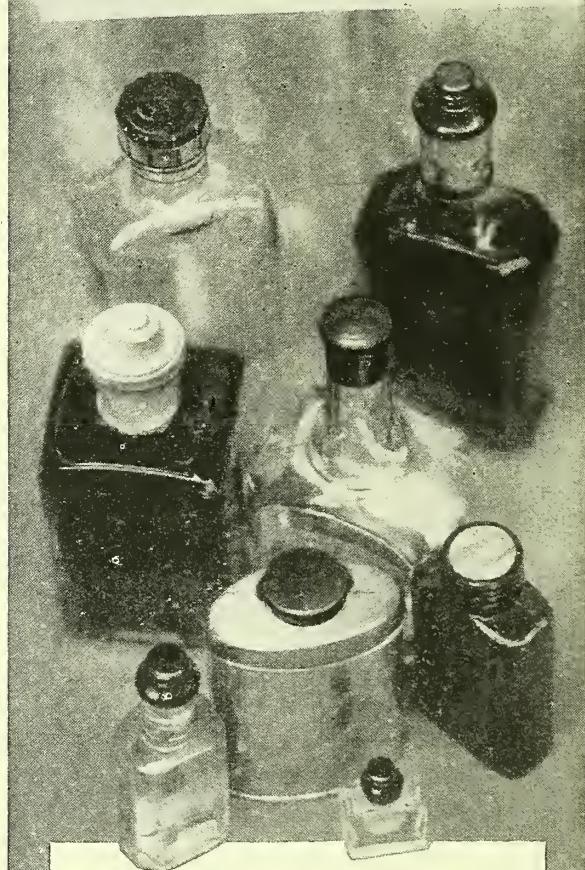
No. M101. AUXILIARY GLASS SHELVES with... Jevelled Edges.  
No. 1 Shape. No. 2 Shape. No. 3 Shape. No. 4 Shape.  
7 $\frac{1}{2}$ " x 7 $\frac{1}{2}$ " 2/- each 6" x 3" 1/- each 4" x 2 $\frac{1}{2}$ " 9d. each 8 $\frac{1}{2}$ " x 8" 2/6 each  
No. OK364. AUXILIARY GLASS SHELVES with Rounded Fronts  
and Polished Edges.

Size.	Per doz.	Size.	Per doz.	Size.	Per doz.	Size.	Per doz.
4" x 2 $\frac{1}{2}$ "	6/-	5" x 3"	8/8	6" x 3"	7/-	6" x 4"	8/-
7" x 3 $\frac{1}{2}$ "	11/-	8" x 4"	12/-	9" x 4"	13/-	9" x 5"	16/-

J. C. KING LTD., 42-60 GOSWELL RD., LONDON, E.C.1  
Phones : Clerkenwell 2316 (6 lines)



## VISKAPS



The ORIGINAL VISCOSE BOTTLE CAPSULES ensure security, hygiene and an attractive finish to every bottle. VISKAPS seal and mould themselves to the contour of almost any bottle and stopper. Supplied in Wet or Dry form.

VISKAPS can be printed with lettering or design in fast ink.

VISKRINGS are similar to VISKAPS except that they leave the top of the closure open, thereby allowing any printing or device to be seen.

THE VISCOSE DEVELOPMENT CO., LTD., BROMLEY, Kent.

# £5 REWARD FOR INFORMATION

One of the largest photo-finishers in the Kingdom requires information as to a likely spot to open a branch. Preferably in the South, South-West or Channel Isles.

Cheque has been deposited with THE CHEMIST & DRUGGIST and £5 will be paid to any dealer giving the information upon which we decide to act.

Address your replies to

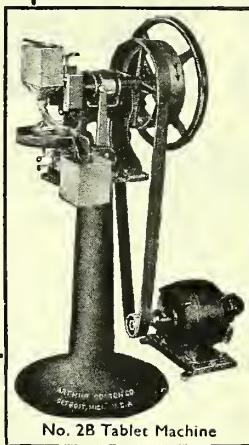
**Box No. 230/293**

THE CHEMIST & DRUGGIST,  
28 ESSEX ST., STRAND, LONDON, W.C.2

# COLTON

PILL MACHINES  
TABLET MACHINES  
GELATINE COATERS  
GRANULATORS  
POLISHING PANS  
SUPPOSITORY MOULDS  
TRITURATE MACHINES  
PASTE MIXERS  
TUBE FILLERS  
TUBE CLOSERS  
CLIP FASTENERS  
NICKELOID CLIPS, ETC.

● Write  
for  
Catalogue



## PHARMACEUTICAL MACHINERY

### Tablet Machines

Colton Tablet Machines possess all the good qualities growing out of many years of experience in this field. A range is available that will produce every size of tablet from  $\frac{1}{8}$  to 3 inches diameter, in outputs varying from 100 to 1,500 per minute.

### Clipless Closure

A new method of sealing collapsible tubes, eliminating the use of the metal clip and giving greater security to the contents with a more decorative appearance to the finished tube.

## GRIFFIN AND TATLOCK LTD.

SOLE BRITISH AGENTS • KEMBLE STREET • KINGSWAY • LONDON • W.C.2

BAKELITE CAPS & MOULDINGS • COMPOSITION STOPPERS • CORKS OF ALL DESCRIPTIONS



Wholesale only

Phone: Hop 2043/4/5

# Mundet Cork Products Ltd.

12-18 ABBEY ST., TOWER BRIDGE ROAD, LONDON, S.E.1

# Habits that bring Profits

—Three good reasons why your sales of Bob Martin's Condition Powders should be bigger than ever just now.

**1** In every town and hamlet throughout the country dog-owners have been educated by the largest dog medicine advertising campaigns in the world to make a habit of buying Bob Martin's Condition Powders for their dogs.

**2** Dog owners are in the habit of buying their Bob Martin's Condition Powders and other preparations where they see a Bob Martin display.

**3** The Pharmacist who makes a habit of keeping Bob Martin lines and Bob Martin displays prominently before his customers and passers-by, enjoys regular sales and steadily growing profits.

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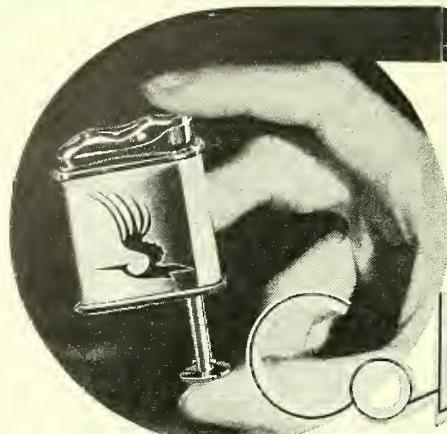
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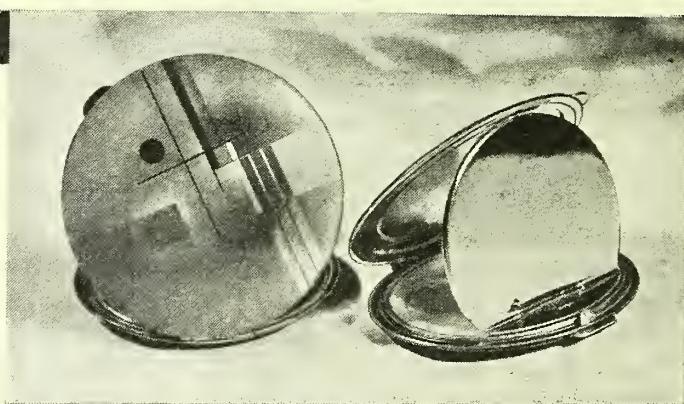
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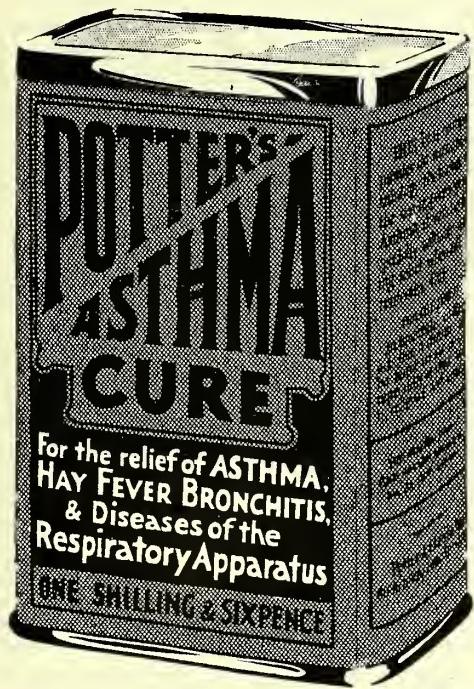
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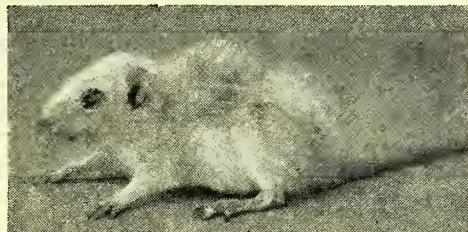
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# THE CHEMIST AND DRUGGIST

A Weekly Journal of Pharmacy, the Drug, Chemical and Allied Trades

*The official organ of The Pharmaceutical Society of Ireland,  
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The Chemists' and Druggists' Society of Ireland, and of  
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## News of the Week

### Import Duties—Applications

The Import Duties Advisory Committee give notice of the following applications:—For an increase in the import duties on:—

Plates, sheets, strip, circles and discs, bars (other than notch bars), rods, wire, tubes, angles, shapes and sections of aluminium or alloys of aluminium containing more than 50 per cent. by weight of aluminium, aluminium foil.

Any representations which interested parties may desire to make in regard to these applications should be addressed in writing to The Secretary, Import Duties Advisory Committee, Caxton House (West Block), Tothill Street, Westminster, London, S.W.1, not later than December 11, 1933.

### Medicines for Public Assistance Patients

Durham County Public Assistance Committee states, in a recent report, that at the present time drugs, dressings, etc., are in the main supplied by the district medical officers, and are covered by the salaries paid to them, with the exception that in most instances quinine and cod-liver oil are paid for by the Public Assistance Committee. The Committee is of opinion that benefit would result, from the patient's point of view, if arrangements were made for all drugs and dressings to be supplied by chemists on prescriptions issued by the district medical officers, in the same way as they are supplied under the National Health Insurance Acts, and recommends the County Council to authorise the county medical officer to make arrangements accordingly. The Committee further recommends that the same formulas be adopted as issued by the Durham County Insurance Committee, and that the county medical officer be

authorised to arrange with the North of England Joint Insurance (Prescriptions) Committee for the pricing of prescriptions.

### Inquests

A suggestion that some restrictions should be placed upon the sale of such disinfectants as lysol was made by a Grimsby medical man at an inquest held on November 7 on the body of a fisherman who was found dead with a bottle half full of lysol beside him. Recording a verdict of "Suicide while of unsound mind," the coroner said he had some sympathy with the doctor's remarks.

A "misadventure" verdict was returned by a Lytham jury at an inquest on the body of Mary M. Edge, confectioner, Clifton Street, who died in hospital. Mr. R. S. Crozier (Boots, Ltd.) said that deceased's sweetheart bought pills and a box of ointment. The pills were a stock line sold all over the country. A medical witness said an operation in hospital demonstrated that there had been an abortion. A *post-mortem* examination showed that death was due to acute inflammation caused by toxæmia. There was no sign of poisoning due to the pills. The coroner said he did not suggest Messrs. Boots were not within their rights in selling these things.

### Birmingham

Councillor R. H. Hume has been elected chairman of the Birmingham City Gas Committee.

The address at the prize distribution of the Birmingham Central Technical College, on November 14, was given by Lord Melchett. The Lord Mayor of Birmingham presided.

### Sheffield

Mr. F. Medley is in a nursing home for an operation on his eye.

Mr. A. H. Culverhouse, director of G. T. W. Newsholme, Ltd., is on the sick list.

Mr. H. S. Sagar, L.D.S., who has commenced practice at Wadsley Lane, is the son of Mr. H. Sagar, chemist and druggist, Hillsborough.

Arrangements are in hand for chemists to dine together once a month. If the effort is successful the first occasion will be at the Albany Hotel, Fargate, in January.

### Miscellaneous

**IN THE COURTS.**—At Marlborough Street Police Court, London, on November 8, William H. Mussell (23) and Albert W. Leadbeatter (45) were convicted of being concerned together in stealing soap belonging to Morny, Ltd., New Burlington Street, W.1, their employers. Leadbeatter was fined £40 and Mussell £10.

**THEFT OF BINOCULARS.**—Soho, Ltd, 3 Soho Square, London, W.1, inform us that a  $\frac{1}{4}$  plate Soho reflex (tropical model) camera, No. M.3392, nineteen pairs of binoculars, and a number of opera glasses have been stolen from their premises. Any of our subscribers who are offered the company's apparatus from unauthorised sources are asked to communicate with the above address.

**STRIKING DISPLAY.**—An excellent display has lately been made by Smalleys, chemists, Carr Street, Ipswich, of "museum" specimens of drugs and fine chemicals. On the floor is a bundle of cinchona bark and a dish of rhubarb of exceptional quality. On view are also nux vomica seeds, Calabar bean, cardamoms, myrrh, senna pods, male fern, belladonna, cascara and ma huang. The upper shelves are devoted to fine chemicals, including calciferol. The display is made by arrangement with The British Drug Houses, Ltd.

**VISIT TO WORKS.**—A party of members of the Reigate, Redhill and District Pharmacists' Association paid a visit to the works of Oxo, Ltd., at Southwark, London, S.E.1, on November 8. The tour of the works was preceded by a description of the company's glandular and liver products, after which Mr. Hinton conducted the party around the works and explained the details of the manufacture of Oxo. The party returned to tea and a lantern lecture showing the company's cattle farms in South America during the recent visit of the Prince of Wales. The afternoon concluded by Mr. Powell proposing a hearty vote of thanks to Messrs. Oxo for their kindness and hospitality.

**SPORTING EVENTS.**—Potter & Clarke's association football 1st XI played Canning Town Glass Works in the London Business Houses premier division on November 11 and won 2–0. They have now played 7 games, won 7 and scored 35 goals against 2. The 2nd XI played Griffin Q. in the London Business Houses League and drew 0–0. They have played 7 matches, won 5, drawn 2 and scored 26 goals against 3. The 3rd XI played Wengrove Sports and lost 4–2. They have played 4 matches, won 1, lost 3 and scored 6 goals against 14. The girls' netball A team played Clesco at Raynes Park, and won 18–10. They have now played 5 games, won 5 and scored 87 goals against 56. The girls' netball B team played Brymay and lost 31–14. They have now played 3 games, lost 3, scored 25 goals against 50.

### Irish Notes

#### Brevities

Mr. John Smith, M.P.S.I., is opening a new pharmacy at Capel Street, Dublin.

Entries for the December examination of the Pharmaceutical Society of Northern Ireland closed on November 10.

The annual meeting of the Irish Chemists' Golfing Society will be held at Wynn's Hotel, Middle Abbey Street, Dublin, on November 22, at 8.45 p.m.

Mr. Desmond G. C. Whyte, second son of Mr. J. M. Whyte (chairman of Whyte, Reid & Mitchell, Ltd.), has passed his first professional medical examination of Queen's University, Belfast.

His many friends will be glad to learn that Mr. F. J. Fitzpatrick, P.C., treasurer of the Pharmaceutical Society of Ireland, who had been seriously ill, is now well on the way to recovery, and is convalescing at his co. Wicklow home.

Mrs. Emily Gibson, who was accidentally killed by a motor car in the streets of Belfast on November 13, was the wife of Mr. Adam Gibson, Ph.C., proprietor of Gibson's Medical Hall, Ltd., 55 Donegall Place, Belfast. She resided at Carryduff, co. Down, and had been to the city to do some shopping when she was knocked down by a motor car while crossing Arthur Street. Mr. Gibson has received many expressions of sympathy in his bereavement.

The Council of the Pharmaceutical Society of Northern Ireland was "At Home" for three days last week in their new headquarters, 73 University Street, Belfast. Invitations were spread over three days and were largely availed of. Mr. R. I. Edwards (chairman of the House Committee) and members of the Council received the guests, who inspected the new premises, expressing appreciation of the manner in which they had been equipped and the beauty of the furnishings. Tea was provided, and the guests each day spent a pleasant time over the tea cups at the conclusion of the inspection.

### Festivities

#### Thames Valley Function

THIS year the winter session of the Thames Valley District Pharmacists' Association was opened with a buffet dance recently. The company was a large one and dancing continued until midnight. Mr. A. F. Clarke (secretary) acted as M.C.

#### North London Function

THE social activities of the North London Pharmaceutical Association began with a supper and dance on November 9, at the Manor House Hotel, Finsbury Park. Guests were received by the president (Mr. W. E. Swanston) and Mrs. Swanston. Although the gathering was not so large as usually expected from this Association, this did not detract from the general gaiety of the evening. Dancing continued until midnight. The M.C. was Mr. G. F. Weiss (treasurer of the Association).

#### Manchester Juniors at Whist

MEMBERS of the Junior Branch of the Manchester Pharmaceutical Association held their first whist drive of the season recently. There was a good attendance. The donors of the prizes were Messrs. Steinman, Tyler, Orme and Maskell, and the winners as follows:—*Gentlemen* (1) W. E. Phillipson; (2) J. Cody. *Ladies* (1) C. Gordon (playing as lady); (2) Miss M. E. Morgan. Mr. A. E. Thorpe moved that a hearty vote of thanks be accorded to the donors of the prizes and to Mrs. G. Wood for presenting the prizes. Mr. H. Steinman acted as M.C.

#### Manchester Masonic Function

THE first ladies' evening of the season of the Manchester and District Pharmaceutical Masonic Association was held on November 8 at the Grand Hotel, Manchester. Eighty members and guests were received by Bro. R. L. Balf and Mrs. Balf; the usual dinner followed, at which the following toasts were proposed:—"The Chairman"; "The Ladies"; and "The Visitors." The proposers were Wor. Bro. Bridgford, Bro. Millner and Mrs. A. Newton, and the replies were by Bro. Balf, Mrs. Balf and a visitor, respectively. The following were the winners at whist:—*Ladies*, (1) Mrs. Baker; (2) Mrs. Taylor; (3) Mrs. Jackson; (hidden number) Mrs. Edward. *Gentlemen*, (1) Bro. S. H. Hummel; (2) Bro. J. Fisher.

### Reigate and Redhill Function

THE annual dinner and dance of the Reigate, Redhill and District Pharmacists' Association was held on November 1 at the Red Lion Hotel, Coulsdon. The president (Mr. G. S. Powell) was in the chair, and the guests included the president of the Pharmaceutical Society (Mr. John Keall), Mr. W. A. Shakerly (South-West Metropolitan Branch), Mr. Norman Dewey (Thames Valley District Pharmacists' Association), Mr. D. J. Williams (Croydon Branch), Mr. W. H. Finn (chairman of the Coulsdon Chamber of Commerce) and Mr. F. G. Lewis (secretary of the Branch). The toast of "The Pharmaceutical Society of Great Britain" was proposed by the chairman. Mr. Powell said they wanted to know what sort of a job the Council was going to make of the administration of the Pharmacy and Poisons Act, and whether the new pharmacy era to which they were stepping would be that Utopia for which they had all been hoping. For the next year or so pharmacy, as they had known it, would be in the melting pot. Dealing with the question of apprentices, Mr. Powell said that some control was necessary, but he very much doubted whether the proposed new rules would meet with the approval of apprentice masters. The appointment of more inspectors seemed to savour of bureaucratic control. Mr. Keall, in reply, said he would like to congratulate the Reigate, Redhill and District Branch on the amount of money it had given to the Benevolent Fund. On January 1 they would find the position of pharmacy very much changed. A large number of people, said Mr. Keall, had reaped the benefit for which they had contributed nothing. There would be an opportunity, under the new régime, to establish the principle of each for all and all for each. Mr. W. A. Shakerly (president of the South-West Metropolitan Branch) proposed "The Local Association and Branch of the Society."

## Coming Events

### Tuesday, November 21

*North Landon Pharmaceutical Association*, North Library, Manor Gardens, Holloway Road, at 8.30 p.m. Mr. E. Saville Peck (vice-president of the Society) on "The New Apprenticeship Regulations."

*Thames Valley District Pharmacists' Association*, Kingston Hotel, Kingston-on-Thames, at 8.45 p.m. Mr. Walter Deacon (a member of the Society's Council) on "The Pharmacy and Poisons Act."

### Wednesday, November 22

*Birkenhead and Wirral Pharmacists' Association*, Woodside Hotel, at 8.30 p.m. H. Humphreys Jones, F.I.C., Ph.C., on "The Pharmacy and Poisons Act."

*Manchester University Pharmacy Students' Association*, Manchester Limited Café, Royal Exchange Arcade, at 9 p.m. Fourth annual reunion. Tickets, 3s. each, from Mr. E. Barker, 318 Stockport Road, Levenshulme.

### Thursday, November 23

*Guild of Public Pharmacists, Liverpool Branch*, at 7.30 p.m. Visit to new Cancer Hospital.

*Landon College of Pharmacy, Old Students' Association*, Waldorf Hotel, Aldwych. Annual reunion dinner and dance. Reception 7-7.30 p.m. Tickets, 9s. 6d. each.

*Manchester Pharmaceutical Association, Junior Branch*, Victoria Hotel, at 8.30 p.m. Lantern lecture by Mr. J. Cleworth.

*Pharmaceutical Society of Great Britain, Bath and District Branch*, Old Red House, New Bond Street, at 7.30 p.m. Annual social evening and dance. Tickets, 3s. 6d. each.

*Pharmaceutical Society of Great Britain, Southampton and District Branch*, Lowman's Café, Above Bar, Southampton, at 8.30 p.m. Mr. Thomas Hardy (a member of the Society's Council) on "The Pharmacy and Poisons Act."

*North-East and East London Pharmaceutical Association*, St. John's Institute, Urswick Road, Hackney, at 3 p.m. Discussion on the new National Formulary.

*Pharmaceutical Society of Great Britain, Sheffield and District Branch*, City Hall, at 7.30 p.m. Dance, tickets, 4s. each.

## Topical Reflections

By Xrayser

### Ulster Pharmacists

are to be congratulated upon the acquirement by their representative body of new premises which would appear to be fully adequate for all the Society's needs in the shape of accommodation (*C. & D.*, November 11, p. 578). In this, as in other respects, the Pharmaceutical Society of Northern Ireland manages to keep in the van of progress; and it is interesting to note that the president of the British Society was present on the occasion of the formal opening of the new premises, since he may have been able to glean some ideas which should be helpful in planning the new headquarters in London. It certainly cannot truthfully be said of the Bloomsbury Square premises, as Mr. R. I. Edwards was able to say of the Belfast house, that ample provision is made there for the members and associates. It would be well if there could be some speeding up in the planning of the new building, in order that it may be completed soon enough for its amenities to be shared by the older generation which has had to put up with all the inconveniences of the existing house. Every department of the new building should be in full working operation when we celebrate our centenary less than eight years hence, and I hope to be able to visit and use the Brunswick Square house long before that time.

### Local Associations

appear to be regarded by Mr. F. E. S. Clarke as hodies which can have new life and activity promoted among them by the National Pharmaceutical Union (p. 583), though he admits that the N.P.U. has its weakness, which is his way of expressing the fact that its activities have not been directed into political channels. Seemingly it is Mr. Clarke's idea that the N.P.U. should be what he terms "reactivated," and that it ought then to become the prime stimulating factor in reviving the

local associations and urging on the Pharmaceutical Society to do great deeds. But it is not easy to see how this can be brought about, and I fear Mr. Clarke is much too optimistic in assuming either that the N.P.U. can be developed on such lines as he suggests, or that the established local associations could be induced to take their lead from Queen Square. A body established originally to deal with trade problems, and since proved to be well suited for its original purpose, is not only ill adapted to indulge in political stunts, but I should imagine it is distinctly precluded from anything of the kind. As for the associations, they are much best left in an independent position, though we may in time find that there is some practicable way in which they can be linked up for special propaganda or defensive purposes.

### Another Optimist

is Mr. W. Huntrods, from whose latest report as organising secretary of a small body with large ideas you quoted last week (p. 592). Nothing daunted, apparently, by the non-fulfilment of his prophecies respecting the Pharmacy and Poisons Bill, now become an Act of Parliament with provisions of which he must strongly disapprove, he strives to maintain a cheerful outlook, and is sorry for the poor chemist and druggist who has spurned the proffered help of Mr. Huntrods's Society. He foresees our having to pay up to the hilt in the matter of personal and shop registration fees, plans Part II of the coming Poisons List in anticipation as he thinks it ought to be, and threatens the Pharmaceutical Society with dreadful things to happen if that body should fail to enforce the provisions of the Pharmacy and Poisons Act in an effective manner. All of which is very amusing, but there is nothing constructive about it, neither is there anything suggestive of future progress to be aimed at.

## Legal Reports

**Service Agreement Dispute.**—In the Chancery Division of the High Court, London, on November 10, Mr. Justice Bennett had before him a motion by Taylors (Cash Chemists) Midland, Ltd., claiming an injunction restraining Mr. Frank Charles Perry from breaking a covenant in his service agreement as manager of the company's optical department. Mr. Harold Christie, for the company, said the covenant alleged to have been broken provided that Mr. Perry should not, within one mile of the company's shop at Church Street, Malvern, set up business as a dealer in drugs, chemicals, optical goods or anything that chemists generally sold, until five years after leaving the plaintiff company's service. The complaint was that he had set up business only a few hundred yards away from the plaintiffs' company's Church Street shop. Mr. Gough, for Mr. Perry, said the defence was that the covenant was too wide. His lordship said he was not prepared to grant an interlocutory injunction, but would give the parties facilities for a speedy trial of the action. There would be no order on the motion except that the costs would be costs in the action.

**Conflicting Evidence.**—In Bow County Court, London, on November 10, Judge Thompson concluded the hearing of an action in which the Chrisman Sales Co., manufacturing chemists, Walthamstow, sued Mr. Ernest Watkins, chemist and druggist, Westcliff-on-Sea, to recover the sum of £5 15s. 6d. for druggists' sundries supplied (*C. & D.*, November 11, p. 574). Mr. J. Ricardo appeared for the plaintiffs. Mr. Granville White, chartered accountant, Cheapside, E.C.2, said that on November 3, 1932, an order was made for the winding up of Westminster Pharmacy, Ltd., and he was appointed liquidator. At that time the defendant was a director of the company, and witness took him as manager at a weekly salary. He gave instructions as to the taking over and especially as to how orders should be given, all of which had to be sent up to him to be countersigned. The goods in question were not ordered by him, nor with his authority. In cross-examination the witness said he had no knowledge that 50 per cent. of the orders were given without his authority. He only knew of one case. Mr. Herbert Burnett, a traveller in the employ of the plaintiffs, said he took the order from the defendant, which was signed for by him. He did not say he was signing on behalf of the company, and he never asked witness to inquire of the liquidator. He was given two labels. The Defendant: He took them off the counter. After cross-examining the witness, the defendant made a statement, in which he said he had given many orders; they were entered in the books and accepted by the liquidator. From the time the liquidator took over, the net profit had been £90 10s. 2d. The business had been run at a profit, and the liquidator had had the money for the sale of the goods in question; and he considered the liquidator should pay. It was untrue to say that he had no authority to order these goods. The whole trouble was that before the plaintiffs came into the shop with the statement, which would have been paid, the shop was sold by the liquidator. Judge Thompson said he was satisfied upon the evidence that the defendant had no authority to order these goods otherwise than through the liquidator. As he had chosen to order these personally he must be held personally liable, and there would be judgment for the plaintiffs for the amount claimed, with costs.

**JUDGE CLUER GIVES FREE ADVICE.**—A contributor writes:—"A woman appeared at Shoreditch County Court on November 14; Judge Cluer asked her where her husband was, and she said he was at home with lumbago. Judge Cluer: Has he been bad long? The wife: Four weeks now. Judge Cluer: Really! four weeks. What has he been doing for it? The wife: He has been taking all sorts of medicines. Judge Cluer: Get four-pennyworth of flowers of sulphur, put it in his socks, and in two days he will not have any more lumbago. The wife: Thank you, sir. I will remember that."

## New Companies and Company News

P.C. means Private Company and R.O. Registered Office

**JAMES FRASER (HULL), LTD. (P.C.).**—Capital £500. Objects: To carry on the business of chemists, druggists, etc. R.O.: 275 Anlaby Road, Hull.

**KENNEDY & SON, LTD. (P.C.).**—Capital £1,000. Objects: To carry on the business of chemists, etc. R.O.: 57 Great Homer Street, Liverpool.

**JAFFE, LTD. (P.C.).**—Capital £1,000. Objects: To carry on the business of chemists, druggists, dealers in photographic appliances, etc. R.O.: 91A High Road, Ilford.

**R. W. DUCK & SON, LTD. (P.C.).**—Capital £3,000. Objects: To carry on the business of wholesale and retail chemists, druggists, etc. R.O.: 12 St. John's Square, Cardiff.

**G. M. H. FISHER'S (CHEMISTS), LTD. (P.C.).**—Capital £500. Objects: To acquire the business of a chemist and druggist now carried on by Geo. M. H. Fisher at Hull, as "G. M. H. Fisher."

**WALL'S (CHEMIST), LTD. (P.C.).**—Capital £500. Objects: To carry on the business of pharmaceutical and dispensing chemists, druggists, etc. R.O.: 437 Anlaby Road, Hull.

**LONDON CORNISH PHARMACIES, LTD. (P.C.).**—Capital £1,000. Objects: To carry on the business of chemists, druggists, herbalists, photographic dealers, opticians, perfumers, etc. R.O.: 4 Crawford Street, W.1.

**TAYLORS' DRUG CO., LTD.**—The directors report for the year ended September 30, 1933, shows a net profit on trading, including dividend and interest from subsidiary companies, after deducting all management expenses (including managing director's remuneration) and interest, amounts to £59,992 13s. 1d., to which has to be added the amount brought forward, £23,636 os. 5d.; making a total of £83,628 13s. 6d. Deduct:—Depreciation on leasehold properties, plant, motor vehicles, etc., £13,311 os. 6d.; income tax and provision therefor, £11,457 8s. od.; dividends paid less accrued on 6 per cent. cumulative preference shares, less tax, £4,487 13s. 5d.; dividends paid less accrued on 7 per cent. "A" cumulative preference shares, less tax, £10,471 4s. 8d.; interim dividend on ordinary shares of 4 per cent. free of tax, £12,000; leaving a balance of £31,901 6s. 11d. It is proposed to appropriate £7,500 for the payment of a final dividend on the ordinary shares of 2½ per cent., free of tax (making 6½ per cent., free of tax, for the year), and to carry forward the balance of £24,401 6s. 11d. The net profits for the year, including dividend and interest from subsidiary companies after deducting all management expenses and interest and depreciation, amount to £46,681 12s. 7d., compared with the net profits for the year ended October 1, 1932, of £44,006 11s. 4d. With a view to consolidating its position, the company intends to purchase from its wholly-owned subsidiary companies all properties owned by them at the price at which these properties appear in the balance sheets of these companies at September 30, 1933, and upon the security of these properties and the properties owned by the company to create £400,000 first mortgage debenture stock carrying interest at 4½ per cent. per annum. Out of the proceeds of this stock all existing mortgages and cash loans will be paid off. This will leave a considerable sum available for the expansion of the company's business. Since the close of the financial year Mr. B. T. Mason and Mr. T. J. Banks Todd have resigned their office as directors. The directors wish to place on record their appreciation of the services of these gentlemen, extending in each case over forty years. To fill the vacancies your directors elected to the board Sir Arthur Marshall, K.B.E., and Mr. Arthur Wilson, M.P.S., who now retire, and, being eligible, offer themselves for re-election. Mr. H. England, M.P.S., also retires by rotation, and, being eligible, offers himself for re-election.

### Private Arrangements

**A. E. M. Wark**, Winnersh, Berks, chemist and druggist. The creditors were called together recently at the offices of the Association of Manufacturing Chemists, London. The statement of affairs showed ranking liabilities of £290 os. 3d., of which £200 5s. was due to the trade and £99 15s. 3d. to partly secured creditors, who held securities valued at £10. After allowing £25 11s. 3d. for preferential claims, the net assets were £22 2s. 3d., or a deficiency of £267 18s. The assets comprised cash in hand, £10 13s. 6d.; stock, £60, put down at £30; and book debts, £7. The partly secured creditors were the bankers, who held life policies. They also held a third party guarantee. A resolution was passed confirming the deed of assignment already executed to Mr. Parkin S. Booth, who stated that it was proposed to immediately close the business and dispose of the stock-in-trade.

**Charles William Wright**, Waltham Road, Scarthoe, drug store proprietor, etc. At the meeting of the creditors held recently at Grimsby the statement of affairs showed liabilities of £768 os. 1d., all due to unsecured creditors. The assets consisted of stock in trade, £449 16s. 3d.; fixtures, fittings and utensils, £52 10s., and book debts, £4 10s., making a total of £506 16s. 3d. After allowing £23 13s. 3d. for preferential claims, the net assets were £483 3s., or a deficiency of £284 17s. 1d. Resolutions were passed confirming the deed of assignment already executed to Mr. L. G. Jervis, C.A., Grimsby, Mr. P. S. Booth, of the Association of Manufacturing Chemists, Liverpool, being appointed to act as joint trustee.

**David Morgan Hughes**, trading as David M. Hughes, 172 Windsor Road, Cogan, Penarth, Glamorgan, chemist and druggist. The creditors were called together recently at the offices of Messrs. Poppleton & Appleby, Cardiff, when a statement of affairs was submitted which showed ranking liabilities of £423 4s. 11d., made up as follows:—Trade creditors, £225 9s. 1d.; cash claims, £80; and partly secured creditors, £117 15s. 1d. The total claim of the latter was £200, but securities to the value of £82 4s. 2d. were held. There were also fully secured creditors for £582 15s. 1d. After allowing £13 2s. 8d. for preferential claims, the net assets were £74 os. 2d., or a deficiency of £349 4s. 9d. The assets consisted of cash in hand 4s. 7d.; fixtures and fittings £5; stock £149 18s. 1d., valued at £75; good book debts £4 18s. 3d. and doubtful debts £2. It was stated that the business was commenced in December, 1923, at the present address, with a borrowed capital of £70. In order to protect the estate a deed of assignment had already been executed to Mr. L. S. Findlay, C.A. The debtor was not in a position to submit any offer, and it was decided to confirm the deed already executed.

### Voluntary Liquidation

**Hillman, Gane & Co., Ltd.**, 154 Fulham Palace Road, Hammersmith, London, W., druggist sundriesmen. The statutory meeting of the creditors was held recently at the offices of Mr. O. G. Sunderland, C.A., London, E.C. The statement of affairs showed ranking liabilities of £4,066 5s. 5d., made up as follows:—Trade creditors, £480 3s. 4d.; rents, £130; legal charges and audit fee, £47 17s.; bankers, £292 4s.; telephone, £4; and cash claims, £3,112 1s. 1d. The assets consisted of stock, £725 14s. 7d., valued at £407 os. 3d.; fittings, fixtures and machinery, £91, put down at £61; and book debts, £155 9s., valued at £104, making a total of £572 os. 3d. After allowing £18 3s. 1d. for preferential claims, the net assets were £553 16s. 5d., or a deficiency of £3,512 9s., so far as the creditors were concerned. The issued capital of the company was £2,319, and the deficiency as regarded the shareholders was £5,831 9s., which was accounted for by the following items:—Goodwill written off, £1,613; debit balance on profit and loss account at October 21 last, £3,787; depreciation of assets in statement of affairs, £400; preferential claims brought in, £15; and cash paid away for wages, etc., £14.

Mr. Sunderland reported that the company was registered in December, 1913, to take over an existing business. The authorised capital was £3,000, of which £2,319 had been issued and was fully paid. Accounts had been regularly prepared. The principal cash creditor was Mr. C. H. Gane, who was prepared to defer his claim of £3,106 until the other creditors had received 10s. in the £. A resolution was passed confirming the voluntary liquidation of the company, with Mr. Sunderland as liquidator. A committee was also appointed.

## Trade-Mark Applications

The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Diary," 1933, p. 329.

(From "The Trade Marks Journal," November 1, 1933)

- "ATKEM" ; for all goods (3). By M. Pemberton, 92 Newbrook Road, Over Hulton, near Bolton. 544,224.
- "ALEMBIC BRAND" on circular design of chemical apparatus; for medicinal chemicals (3). By Hirst, Brooke & Hirst, Ltd., Sheepscar Street South, Leeds. 544,419.
- "TATTOO" ; for lipsticks (48). By J. L. Younghusband, 11 East Austin Street, Chicago, Ill., U.S.A. 541,222.
- "CAMILATONE LUSTSET" ("Lustret" disclaimed); for toilet creams (48). By Camilatone, Ltd., Welsh Harp, Edgware Road, London, N.W.9. 542,466. (Associated.)
- "BREVO" ; for shaving cream and soap (48). By Stemco, Ltd., 128 Albert Street, Camden Town, N.W.1. 543,725.
- "WINEEZ" ; for toilet preparations for the feet (48). By Harry Swale, 85 Westgate, Wakefield. 544,816.

(From "The Trade Marks Journal," November 8, 1933)

- "FERTILLETES" ; for fertilisers (2). By H. A. Butts & Son, 4 Lloyds Avenue, London, E.C.3. 542,812.
- "JAMANDER" ; for chemicals (2), goods (47), and for perfumery, etc. (48). By James A. Mortice (James Anderson & Co.), Ltd., 124 St. Vincent Street, Glasgow, C.2. 544,651/652/653. (Associated.)
- "CITY & PROVINCIAL STORES" under heraldic design of two knights, including letters "C. & P." ("C. & P" disclaimed) ; for all goods (2) for sale in the United Kingdom and for export to and sale in the Irish Free State and Channel Islands. By The Goldsworth Trading Co., Ltd., Atlantic Mills, Droylsden Road, Newton Heath, Manchester. 544,772.
- "UNIBAR" ; for medicinal chemicals (3). By Röhm & Haas A. G., Weiterstädterstrasse 42, Darmstadt, Germany. 541,906.
- "AURSAL" ; for preparations for ear treatment (3). By H. G. Jacobson, 38 Fritschestrasse, Charlottenburg, Berlin. 542,663.
- "EUKOLENE" ; for a preparation for hair and scalp treatment (3). By W. P. Forbes, 37 Tavistock Square, London, W.C.1. 542,852.
- "FURONCULINE" ; for all goods (3). By Th. Mühlenthaler S.A., Nyon, Canton le Vaud, Switzerland. 543,320.
- "YELLOW PROVUS" ; for medicines for nerve treatment (3). By B. T. Luxton, 11 Cowick Street, Exeter. 543,820.
- "PEROLIN" ; for medicinal yeast (3). By British Fermentation Products, Ltd., Putney Bridge Road, London, S.W.15. 544,141. (Associated.)
- "ACASOL" ; for a medicated laxative emulsion (3). By The Angier Chemical Co., Ltd., 86 Clerkenwell Road, London, E.C.1. 544,295.
- "FORGET-ME-NOT" over picture of same ; for preparations for corns (3). By W. S. Galloway, Brooklyn Road, Seaford, Sussex. 544,556. (Associated.)
- "MAXIGLOW" ; for medicated preparations (3). By Florence A. Tempest, 70 Crifel Avenue, Streatham Hill, S.W.2. 544,951.
- "VELMALE" ; for medicinal chemicals (3). By I. E. Grey, 56 Salusbury Road, Kilburn, N.W.6. 545,151.
- "KEROL" ; for toilet paper (30). By Kerol, Ltd., 47 Russell Square, London, W.C.1. 544,845.
- "SHEBA" ; for perfumery, etc. (48). By Cussons, Sons & Co., Ltd., Moor Lane, Kersal, Manchester. 538,264.

# The First Poisons Board

**T**HE official announcement of the appointment of the first Poisons Board under the Pharmacy and Poisons Act, 1933, is in the following terms:—

The Home Secretary announces that he has appointed Sir Gerald Bellhouse, C.B.E., to be chairman of the Poisons Board established under Section 16 of the Pharmacy and Poisons Act, 1933, and that the Board has now been constituted as follows:—

NAME	APPOINTING AUTHORITY
Sir Gerald Bellhouse, C.B.E. (Chairman)	
Sir Walter Greaves-Lord, K.C., M.P. ...	Secretary of State for the Home Department
Sir William George Lobjoit, O.B.E., J.P. ...	
M. H. Whitelegg, Esq. ...	Secretary of State for Scotland
J. M. Johnston, Esq., M.B., F.R.C.S. Edin.	
J. N. Beckett, Esq. ...	Minister of Health
G. F. McCleary, Esq., M.D. ...	
H. E. Dale, Esq., C.B. ...	Minister of Agriculture and Fisheries
Sir Robert Robertson, K.B.E., D.Sc., LL.D., F.R.S. (or Deputy)	Ex-officio as Government Chemist
J. H. Franklin, Esq. ...	
H. N. Linstead, Esq. ...	Pharmaceutical Society of Great Britain
G. A. Mallinson, Esq. ...	
E. T. Neathercoat, Esq., C.B.E., J.P. ...	Royal College of Physicians of London
P. Sparks, Esq. ...	
Sir William H. Wilcox, K.C.I.E., C.B., C.M.G., M.D., B.Sc.	Royal College of Physicians of Edinburgh
R. Stockman, Esq., M.D., LL.D., F.R.C.P. Edin.	General Medical Council
S. A. Smith, Esq., M.D., M.R.C.P., D.P.H.	Council of the Institute of Chemistry of Great Britain and Ireland
G. Roche Lynch, Esq., O.B.E., M.B., F.I.C.	
J. W. Bone, Esq., M.D. ...	British Medical Association

The duties of the Board are to prepare for the approval of the Secretary of State a list of the substances which are to be treated as poisons for the purposes of the Act and generally to advise the Secretary of State in regard to the Rules to be made for the control of poisons.

Home Office, Whitehall, November 8, 1933.

The following are brief biographical notes on members of the Poisons Board:—

### Sir Gerald Bellhouse,

the chairman of the Board, was educated at Fettes College, Edinburgh, and Trinity College, Cambridge.

His official career, which began in 1891, has been spent entirely in the Factory Department of the Home Office except for a brief period during the war, when he was transferred to the National Service Department: in that Department he served as Commissioner for the London and South-Eastern Area, and afterwards as Chief Commissioner. Sir Gerald has been Chief Inspector of Factories during his last ten years in the Home Office, and in that capacity has presided over many conferences with employers and employees, dealing, among other

matters, with the formulation of codes of regulations and welfare orders. Since 1912 he has served as chairman of various departmental committees (following previous experience as a member). Among recent instances we may mention the Mule Spinners' Cancer Committee, the Anthrax Disinfection Costs Committee and the Factory Department Staff Committee. On numerous occasions, too, Sir Gerald has been technical adviser to the British Delegation to International Labour Conferences at

Photo] [Elliott & Fry, Ltd.

SIR GERALD BELLHOUSE  
(Chairman of the Board)

Geneva, presiding over Commissions appointed to prepare draft conventions. He was knighted in 1924.

### Sir Walter Greaves-Lord, K.C., M.P.,

has been Recorder of Manchester since 1925, and has represented the Norwood Division of Lambeth since 1922. Sir Walter was educated at Wigan Grammar School and at the Victoria University of Manchester, where, among other distinctions, he obtained the LL.B. degree in 1899. In the following year he was called to the Bar at Gray's Inn and joined the Northern Circuit. He became a Bencher of his Inn in 1920; a member of the Incorporated Council of Law Reporting in 1921; and in later years a member and vice-chairman of the Bar Council, a member of the Joint Committee on Discipline of the Bar, and of the Council of Legal Education. Sir Walter has also been associated with the City of London and its institutions for several years. His promotion to the rank of King's Counsel took place in 1919.

### Sir William George Lobjoit, O.B.E., J.P.,

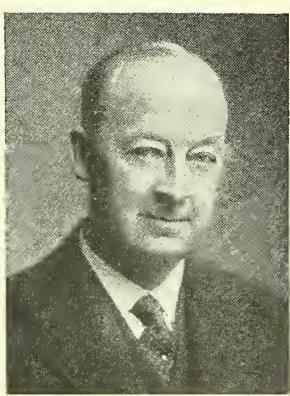
was educated at Putney Grammar School and at Halbake Collegiate School. Sir William has had considerable experience in agriculture and horticulture, and as a member of various committees of the Middlesex County Council, to which he was elected in 1907. From 1920 to 1927 he was Controller of Horticulture to the Ministry of Agriculture and Fisheries. Sir William has contributed numerous articles to the Journal of the Ministry of Agriculture and Fisheries and to other technical papers. He is a justice of the peace for the County of Middlesex and an alderman of its County Council. He is also chairman of the Fruit, Vegetable and Flowers Department of the National Farmers' Union, and a member of the Horticultural Advisory Council of the Ministry of Agriculture and Fisheries.

### Mr. J. M. Johnston, M.B., Ch.B., F.R.C.S.,

graduated in medicine at the University of Glasgow in 1923, and obtained the Fellowship of the Royal College of Surgeons of Edinburgh in 1930. After graduating he had experience as medical officer of health at Torridon, Ross-shire; he has also been Faulds Fellow in Medicine and Weir Assistant in Materia Medica at Glasgow University. He was appointed to the Department of Health for Scotland recently.

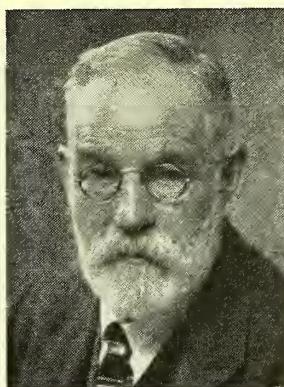
### Mr. George Frederick McCleary, M.D., D.P.H. (Cantab.),

was born in Manchester and was educated at Cambridge and at the Middlesex Hospital, London. He was appointed assistant medical officer of health for Manchester in 1901; in the following year he became M.O.H. for Battersea, and a few years later removed to Hampstead. In 1912 Dr. McCleary became Principal Medical Officer to the National Health Insurance Commission (England), the first body charged with the duty of administering the National Health Insurance Act of 1911; and he was the officer chiefly responsible for the control of medical supplies exercised by the Insurance Commission during the War. On the formation of the Ministry of Health in 1919 he was appointed Deputy Senior Medical Officer. With the late Sir Nestor Tirard and the late Mr. Edmund White, Ph.C., Dr. McCleary represented the Government at the Second International Conference on the Standardisation of Potent Drugs, held at Brussels in 1925. He was a member of the Departmental Committee on Therapeutic Substances which suggested the Therapeutic Substances Act of 1925. Dr. McCleary has been examiner in Public Health for Liverpool University, and De Lemar Lecturer at Johns Hopkins University, Baltimore, U.S.A. He is editor of "Public Health"; he is also well known as the author of various books, including one on National Health Insurance. With Mr. J. N. Beckett he represents the Minister of Health on the Poisons Board.

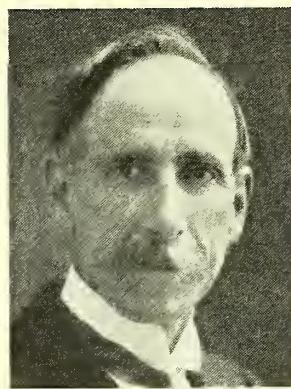




Photo] [Elliott & Fry, Ltd.  
SIR WALTER GREAVES-LORD



Photo] [Elliott & Fry, Ltd.  
SIR W. G. LOBJOT



Photo] [Elliott & Fry, Ltd.  
DR. G. F. McCLEARY

#### Mr. H. E. Dale, C.B.,

has been Principal Assistant Secretary to the Ministry of Agriculture and Fisheries since 1927. Mr. Dale was educated at St. Paul's School and at Balliol College, Oxford. He was appointed a Fellow of New College in 1898, and entered the Colonial Office in the same year. In 1903 he was sent on a special mission to British Honduras; returning to his department, he had experience as a private secretary, and in 1910 became Secretary to the Development Commission. His connection with the Ministry of Agriculture and Fisheries dates from 1917; in 1920, however, he visited Fiji and other Pacific Islands as Special Commissioner on the Civil Services, and in 1923-24 he went to Jamaica as Financial Commissioner.

#### Sir Robert Robertson, K.B.E., D.Sc., F.R.S.,

has been the Government chemist since 1921, when he succeeded Sir James Dobbie. Sir Robert was educated at Madras Academy, Cupar, and St. Andrews University, where he graduated M.A. He was some years chemist in charge of the laboratory at the Royal Gunpowder Factory, Waltham Abbey, and subsequently became Director of Explosives Research at the Royal Arsenal, Woolwich, prior to his appointment to the Government Laboratory. He received his degree of Doctor of Science and the Fellowship of the Institute of Chemistry in 1897. Among other distinctions that have been conferred on him are his election as president of the Faraday Society in 1923; as president of the Chemistry Section of the British Association in 1923, and as treasurer of the Royal Institution in 1929. Sir Robert has contributed several monographs to the Proceedings of the Royal Society, the Journal of the Chemical Society, and the Journal of the Society of Chemical Industry.

#### Mr. J. H. Franklin, Ph.C.,

joined the staff of James Woolley, Sons & Co., Ltd., manufacturing chemists, Victoria Bridge, Manchester, in

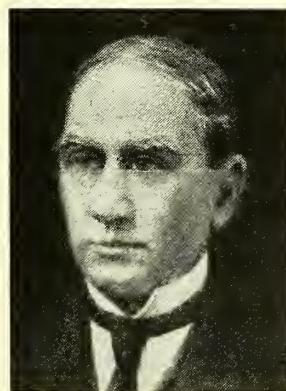
1880, and in due course studied at the Manchester College of Pharmacy. After qualifying he prepared for the Major examination, attending Owens College and Manchester School of Technology. He became a pharmaceutical chemist in 1890, and a little later was placed in charge of Messrs. Woolley's works and laboratories at Cheetham, whence has emanated a good deal of pharmaceutical research. (References will be found in the General Index to the "Year-Book of Pharmacy.") Mr. Franklin was appointed a director of James Woolley, Sons & Co., Ltd., in 1907; eventually he became the senior managing director, and in 1930 celebrated the jubilee of his association with the business. For many years he was a regular contributor at meetings of the British Pharmaceutical Conference, and his election as chairman of the Conference for 1930-31 was a popular and well-merited distinction.

#### Mr. H. N. Linstead, Ph.C.,

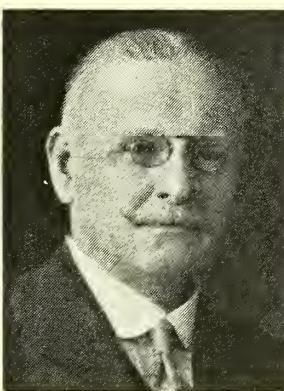
barrister-at-law, has been secretary and registrar of the Pharmaceutical Society of Great Britain since June, 1926. Mr. Linstead was educated at the Ridgeway School, Enfield, and the City of London School. After matriculating in the University of London in 1917, he was apprenticed with Fitch & Ibbotson, chemists, Lower Seymour Street, W.1, and took courses of study at the Birkbeck College, passing the London Intermediate B.A. examination. He was senior Bell scholar at Bloomsbury Square in 1921, and became a pharmaceutical chemist two years later. In December 1923 Mr. Linstead was unanimously selected, out of 106 applicants, for the post of assistant secretary of the Pharmaceutical Society; and on the retirement of the late Sir William Glyn-Jones he was appointed secretary and registrar.

#### Mr. G. A. Mallinson,

barrister-at-law, has been secretary of the National Pharmaceutical Union since its formation (under the title of the Retail Pharmacists' Union) in 1921. Mr. Mallinson was educated at Bradford Technical College.



SIR ROBERT ROBERTSON



MR. J. H. FRANKLIN



MR. H. N. LINSTEAD



MR. G. A. MALLINSON



MR. E. T. NEATHERCOAT



MR. P. SPARKS

He served his apprenticeship in pharmacy at Heckmondwike, and after experience as assistant with Mr. Freshfield Reynolds at Harrogate passed the Qualifying examination in 1899. Five years later he purchased a pharmacy in Withington, Manchester, by which time he had qualified as F.S.M.C. During his residence in the Manchester area Mr. Mallinson put in a good deal of voluntary work in reorganising the local Pharmaceutical Association (of which he was secretary) and with National Health Insurance dispensing. In 1916 he disposed of his business and became superintendent of the bureau set up at Bloomsbury Square, London, for checking insurance prescriptions; in the autumn of 1918 he was appointed an assistant secretary to the Pharmaceutical Society. In that capacity he was responsible for a dependants' scheme, and jointly with the late Sir William Glyn-Jones for the Society's training scheme for ex-Service men. When the National Pharmaceutical Union was founded he amalgamated the Chemists' Defence Association with it, subsequently establishing the Chemists' Mutual Insurance Co., Ltd., and the Chemists' Sicknes and Provident Society. Soon after the formation of the Union he was called to the Bar at Middle Temple. The work of the Union has become increasingly comprehensive with the passing of years, and Mr. Mallinson's duties have become correspondingly important in relation to pharmacy as a whole.

#### Mr. E. T. Neathercoat, C.B.E., Ph.C.,

was apprenticed to the late Mr. W. Lincolne, Ely, and after studying at the Bloomsbury Square School of Pharmacy passed the Qualifying examination in 1901, and the Major in the following year, gaining several medals and certificates. He then established himself in business at Weybridge, and soon attained prominence in public affairs both locally and in pharmacy. He became president of the Thames Valley Pharmacists' Association in 1909, and in the same year contested for the first time a seat on the Pharmaceutical Council and was

returned at the head of the poll. Mr. Neathercoat was vice-president of the Pharmaceutical Society in 1914-19, chairman of the Board of Examiners in 1920, and president of the Society in 1920-24. He has been a representative of the Society on several commissions set up to investigate the poison law regulations, and in 1923 was awarded the C.B.E. for work rendered in this connection. He was a member of the Departmental Committee whose report was made public in 1930. As chairman of Savory & Moore, Ltd., and its associated companies, he couples an exceptional business experience and a wide knowledge of public affairs with a thorough understanding of the administration of pharmacy laws.

#### Mr. Percy Sparks

served his apprenticeship with Grimwade, Ridley & Co., chemists, Ipswich, and passed the Qualifying examination in 1895. After City, suburban and Midland retail experience he was appointed manager of Messrs. Boots' first Ipswich branch; before long he was transferred to their headquarters staff at Nottingham, and then promoted to the management of their Manchester warehouse. On the taking over of Days' Drug Co. in 1901 Mr. Sparks was appointed manager of Messrs. Boots' London drug warehouse. He is a director of Boots Cash Chemists (Southern), Ltd. Mr. Sparks has been chairman (and is still a member) of the London Pharmaceutical Committee, and also serves on the Surrey Pharmaceutical Committee.

**Sir William Henry Willcox, K.C.I.E., C.M.G., M.D.,** the nominee of the Royal College of Physicians of London, holds the B.Sc. degree of London University and the F.I.C. in addition to numerous public distinctions and medical qualifications. Prior to taking up the study of medicine he was educated at the Wyggeston School, Leicester, and University College, London. He has been closely associated with teaching and research at St. Mary's Hospital since 1900: during the European

Photo] [Elliott & Fry, Ltd.  
SIR W. H. WILLCOXPhoto] [Elliott & Fry, Ltd.  
PROFESSOR S. A. SMITHPhoto] [Elliott & Fry, Ltd.  
MR. H. E. DALE

war he attained the rank of colonel, and was mentioned in dispatches four times. In 1919 he was appointed medical adviser to the Home Office. Sir William has been president of many medical societies, and has contributed numerous monographs to current scientific literature. He is the Government visitor to the examinations of the Pharmaceutical Society in London.

#### **Professor Ralph Stockman, M.D.,**

who has been chosen as the representative of the Royal College of Physicians of Edinburgh, graduated M.B., C.M., at Edinburgh University in 1882, and took his M.D. (with gold medal) four years later. Since 1897 he has been Professor of *Materia Medica* and Therapeutics in the University of Glasgow, and more recently he has become well known in pharmacy as the Government visitor to the examinations of the Pharmaceutical Society in Edinburgh. Prior to going to Glasgow he had experience (as a student) in the Universities of Vienna and Strassbourg, and (as Lecturer on *Materia Medica*) in the School of the Royal Colleges at Edinburgh, where he was also assistant to the late Professor Sir Thomas Fraser. Professor Stockman has contributed numerous monographs to medical publications, and has addressed pharmaceutical audiences from time to time.

#### **Professor Sydney Alfred Smith, M.D.,**

who represents the General Medical Council, studied first at the University of New Zealand and afterwards at the University of Edinburgh, where he graduated M.B.,

Ch.B., with first-class honours in 1912. He took his doctorate in medicine two years later (with gold medal), and was afterwards Professor of Forensic Medicine in the University of Egypt and principal medico-legal expert to the Egyptian Government. Returning to Edinburgh, Dr. Smith was appointed Regius Professor of Forensic Medicine in the University in 1928 and Dean of the Faculty of Medicine in 1931. In addition to his various medical distinctions he is editor of the eighth edition of Taylor's "Principles and Practice of Medical Jurisprudence." This authoritative work, published in two volumes, has for many years held the position in toxicology formerly occupied by Sir Robert Christison's treatise on poisons, and has often been referred to in the law courts.

#### **Mr. G. Roche Lynch, O.B.E., M.B., B.S., F.I.C.,**

senior official analyst to the Home Office, graduated in the University of London in 1913, and obtained the L.M.S.S.A. of the Society of Apothecaries in the same year. He has been closely associated with St. Mary's Hospital, Paddington, for several years; he is also Lecturer on Forensic Medicine and Toxicology at Westminster Hospital Medical School, and has had experience on the teaching staff of other hospitals. Dr. Lynch became a Fellow of the Institute of Chemistry (the Council of which he represents on the Board) in 1928. He has been an examiner for the Institute and for the Conjoint Board; and monographs from his pen have appeared from time to time in "The Lancet" and other scientific journals.

## **Association Meetings**

**Belfast.**—The monthly meeting of the Executive Committee of the Ulster Retail Drug Trade Association was held on November 7, the president (Mr. S. J. Hudson) in the chair. There was a satisfactory attendance. It was arranged to hold the annual general meeting of the Association on Wednesday, November 29, at 2.30 p.m., in the Grand Central Hotel, Belfast. The draft report of the Executive Committee on the past year's work was considered and adopted, as was the financial statement and balance sheet submitted by the treasurer (Mr. W. J. Rankin). Other routine business, including price alterations, was transacted.

**London (N.E.).**—A recent meeting of the North-East and East London Pharmaceutical Association was addressed by Mr. G. A. Mallinson (secretary of the N.P.U.) on the subject of *Publicity*. His advocacy of the scheme of the Pharmaceutical Publicity Association was a succinct argument for its adoption. The urgent necessity for powerful publicity was stressed, and facts and figures were adduced in support. A useful and pertinent discussion followed, and a hearty vote of thanks was accorded to the lecturer. The new president (Mr. A. S. Reid) was chairman.

**London (S.W.).**—A meeting of the South-West London Chemists' Association was held on November 10, when an address upon *N.H.I. Matters and the new National Formulary* was given by Mr. G. A. Tocher (secretary to the London Pharmaceutical Committee). Mr. Tocher reviewed the varying conditions of the past twenty years, particularly the different contracts under which the N.H.I. scheme had worked. He was able to elucidate many of the points raised, and in this matter Mr. John Keall (president of the Pharmaceutical Society) also answered questions. A vote of thanks was proposed by Miss A. T. Borrowman, Ph.C. The following resolutions were carried unanimously:—"That the Association would welcome closer co-operation of the P.A.T.A. with the organisers of the Chemists' Exhibition, and particularly that official representatives of the P.A.T.A. are available at all times in the Exhibition buildings." "This meeting is of the opinion that free gifts and giant packages, in connection with P.A.T.A.

articles, are to be discouraged." "It is also of opinion that when this method of trading is adopted the scheme should (a) be approved by the P.A.T.A., (b) make for provision for stock on hand, and (c) make a restriction on the supplies per shop; it regards such temporary schemes as a breach of P.A.T.A. principles involving a form of cutting by one proprietor to the exclusion of similar merchandise by other proprietors, and considers the principles in rules 43 (3) and 43 (4) should apply to proprietors."

**Manchester.**—A joint meeting of the Manchester Pharmaceutical Association, Manchester and Salford Branch of the Pharmaceutical Society and Manchester Branch of the Guild of Public Pharmacists was held on November 2, to hear a lecture on *Sterilisation* by Mr. Harold Davis, B.Sc., Ph.C. (University College Hospital, London). Mr. H. Steinman (chairman) said they were fortunate in being able to secure Mr. Davis as a lecturer, especially on such an important subject. Mr. Davis, in the course of his lecture, dealt with the subject from many angles. Pathogenic and non-pathogenic organisms were considered, and the use of sterilising apparatus was explained. The need for the study of methods of sterilisation was becoming greater every day, said Mr. Davis, and it was essential that chemists should be able to carry out the various processes. At the conclusion of the lecture a number of questions were answered by Mr. Davis. Mr. Hazelgrove (chairman of the Manchester Branch of the Guild of Public Pharmacists) said they were very proud to have Mr. Davis, who was their president, with them that evening. He had given them an excellent address. He had great pleasure in proposing that the best thanks of this meeting be given to Mr. Davis. Mr. Brindle, in seconding, said that he was very pleased to see such a large audience; that in itself was a compliment to Mr. Davis. Mr. Davis suitably replied.

**AN OLD "BABY."**—The current issue of "Port Sunlight News" (Vol. II, No. 20) contains an illustration of a cake of Vinolia Baby soap known to be at least forty-four years old. The soap shows no sign of cracking nor any trace of rancidity.

# The Romance of Poisons

**A**T the Dublin Rotary Club, on November 6, Rotarian W. B. Conyngham, M.P.S.I. (Hayes, Conyngham & Robinson, Ltd.), gave an address entitled "The Romance of Poisons," illustrating his remarks with samples of various poisons, a poisoned arrow, an old poison bottle with the Latin word "Cave" and other exhibits. The following are the principal passages in the address:—

The priest of Ancient Egypt, the Aesculapian of Greece (and indeed the herbalist of that country), and perhaps the Italian, studied very closely the therapeutic actions of medicinal herbs, found out and classified sleep-producing and narcotic herbs, those that furnished dreams and confused the brain. They professed to know more and believed in their powers to get better results from the use of these things than the whole vegetable world could produce. Owing to the universal ignorance that prevailed there was none to gainsay them, and we may be sure that their assumed powers were made use of to their financial benefit. In the growth of human history we find that poisons have always had a peculiar fascination, and have played no small part in the story of mankind. The word "toxicology" comes to us from the Greek word *toxikos*, derived from *toxon*, a bow. This may have reference to the use of poisoned arrows.



MR. W. B. CONYNGHAM, M.P.S.I.

prussic acid was known at an early date to the Egyptians. The earliest Poison League we read of was related by Livy. It existed in the year 330 B.C., when quite a number of the wealthier citizens of the Roman capital died under rather unusual and suspicious circumstances. Locusta, one of the noted compounders of poisons in the earlier Roman Empire, was condemned to death by Claudius, but got off so that his skill might be reserved to the Imperial family.

It is rather difficult to identify the poisons used by the ancients. Mandragora, a herb said to produce various hallucinations and temporary madness, may have been belladonna root. It is told of Hannibal that when in the field against African rebels he pretended to retreat leaving behind him jars of wine in which mandragora was infused. When the rebels came across this rich and welcome find they proved the old saying "when wine is in wits are out," and they were left sprawling, oblivious to all trouble, till Hannibal returned and found them. Amongst the drugs used by the poison-mongers of those far-off days were henbane, stramonium, hellebore, opium and Indian hemp. There was a species of ranunculus grown in Sardinia, credited with powers of promoting gaiety. It was known as "herba sardonia" and produced a kind of spasmotic contraction of the muscles of the face—hence our expression "sardonic grin." The use of hashish by the Saracens is not a myth. The sect that introduced it to the armies of Islam were called Hashasins—the origin of our word "assassin." The reputation that myrtle has of invigorating the brain and its use by poets as a garland round the brow is mere innocent tradition. There is a treatise in existence by Nicander in verse giving the toxicology of the second century.

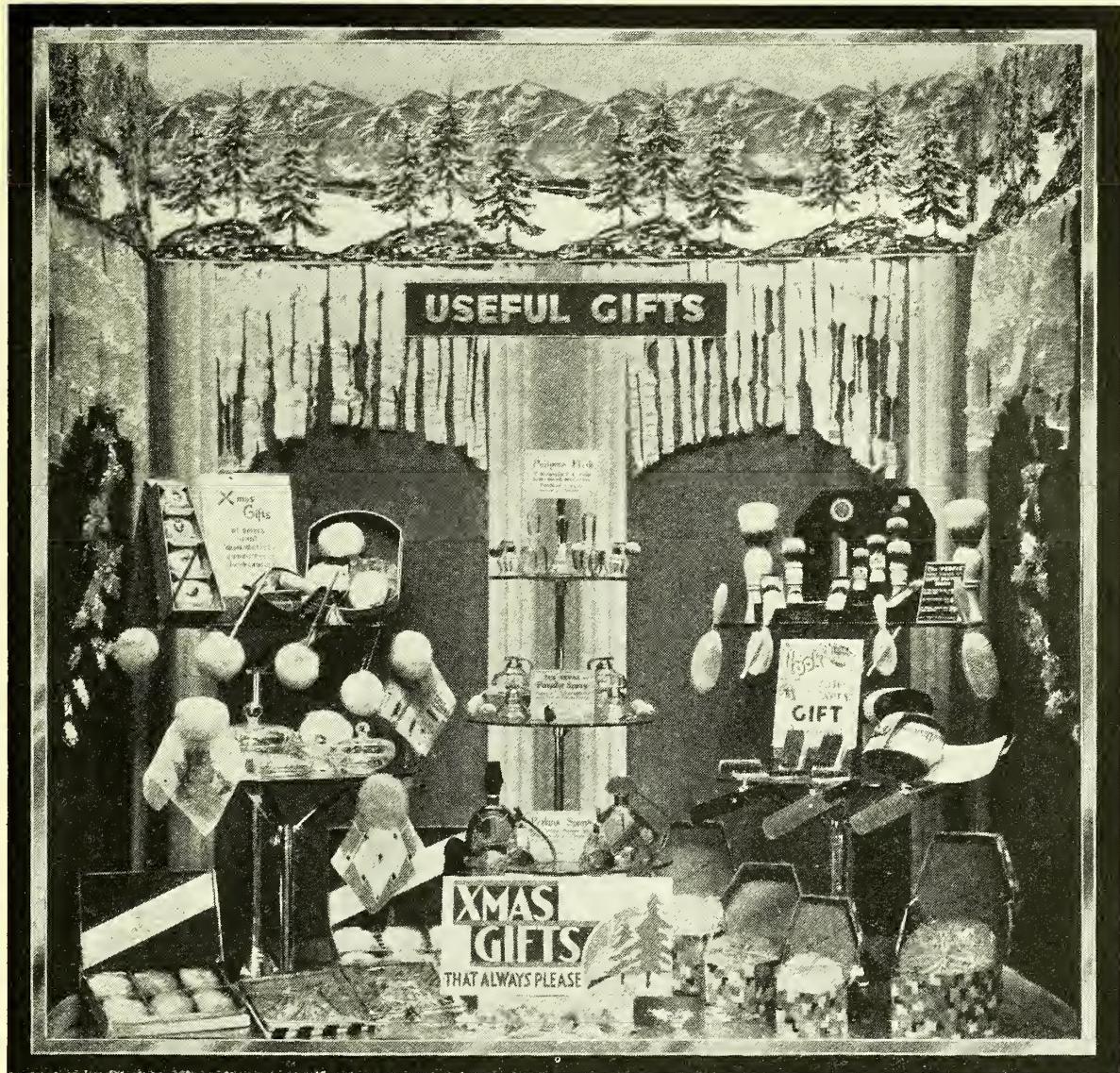
History records the use of poisoned gloves and boots. Talking of boots reminds us that there is a case on record in quite recent times of a boy being poisoned by boots due to the blacking used, which had oil of mirbane (nitrobenzene) in it. Candles and torches were also used, and it is stated that one man in a very exalted position was poisoned by the fumes of a torch impregnated with arsenic. The poisoned ring was fairly common, and was known as the "anello della morte." During the fifteenth and sixteenth centuries poisons, or the fear of them, played such a part in men's imagination that Italy got the name of "Venenosa Italia," and even earlier the famous Venetian Council of ten made quite a commercial business of the art at a fixed regular scale of prices, so much for a king, a duke, etc. The Medici and the Borgias were supposed to have kept their own skilled poisoners. The general impression was that they never moved without a supply of their deadly "Cantarella," a concoction of cantharides. The Serenissima had a special poison cupboard, which was destroyed by fire in 1514. A poisoner famous for a time was the custodian of the herb garden of the University of Padua, "Nostro fidei Vitandrimo," chosen out of several whose names are given. He was given the task of preparing a very special poison; this was tried on an unfortunate Turkish mustapha, without producing the slightest result. He got another dose, which only made him very sick, and so this poisoner was dismissed.

The trouble with poisons in those days was that they were far too complicated; in fact, they could better be used as an emetic than as a poison. But indeed the state of medical knowledge was such that poison or witchcraft were an easy way of explaining what they did not know. As there were all sorts of poisons so there were all sorts of antidotes. It is related that the Archduke Ferdinand of Austria invented one comprised of sapphire, hyacinth, emerald, ruby and garnet. This was tried on a Bohemian who had been condemned to death. He was given two grains of arsenic and shortly became livid, prostrate and apparently dying. This sovereign remedy was given him in a cup of wine and he recovered. The Lady Tophana confessed that she had caused the deaths of over 600 persons. Her peculiar poison was Tophana water, "aquaetta di Napoli." It was made from the limbs of pigs just killed, which were rubbed with arsenic and the juice extracted.

## Poised in Oil

In the reign of Henry VIII a law was passed making the crime of poisoning punishable by being boiled in oil, and this terrible sentence was actually carried out in 1542, when a girl named Margaret Doyle was so punished at Smithfield. The law was modified a few years later, and the penalty was changed to hanging. The primitive races have used poison on their weapons for centuries. Homer, Horace and Ovid mention this practice. The Scythians mixed human blood with their poison. Lewin stated that he found poison so used active after ninety years, and the pygmies of Central Africa used a poison so strong that a wound from an arrow would kill an elephant. The Dyaks of Borneo, before going to fight, used to plunge their knives into a corpse. Livingstone refers to the use by the dwellers in the Kalahari Desert of the entrails of a small caterpillar. Anyone wounded by it on an arrow died slowly in violent delirium.

The knowledge of the poisonous use of laurel was apparently first known in Dublin, for in the year 1728 three women became seriously ill from drinking laurel water, and two died. Laurel water was in great demand as a cosmetic until its fatal power became known. The public should be glad that the Pharmacy and Poisons Act of 1933 has helped and will greatly help to safeguard the health of the people. In this connection I suggest that an appeal should be made to all the powers that be to exercise tremendous care in the way sheep dip is used. I have frequently seen used packages and wrappers lying around which still contained enough poison to poison half the countryside.



Background and decorations by J. C. King, Ltd.

# Display for the Chemist . . .

**S**INCE the introduction of this feature (*C. & D.*, October 28, p. 527) we have received an encouraging number of inquiries on various aspects of display work. Several of our readers have asked us where they can obtain replicas of the showcards used in the displays ; these cards are specially written to our specifications, and can be obtained at a cost moderate for such work, or may be copied without fee or acknowledgment by any ticket-writer (the stock card used in the first display in this article is an exception).

On this occasion, the second of the series, we have

given the *C. & D.* model window a decidedly "Christmasy" appearance. The designs of both displays are on simple lines, and the decorations have by no means been overdone. Over decoration is a fairly common fault in Christmas windows and tends to detract attention from the goods on view. A good deal of thought has again been given to the selection of appropriate colour schemes, the predominant colours being the greens and reds which are usually associated with the festive season. The lighting arrangements consist of 100-watt lamps (one to each foot of the window) in silvered-glass reflectors concealed

behind the facia-board. These reflectors, we may remind our readers, were installed by Siemens Electric Lamps & Supplies, Ltd., 38-39 Upper Thames Street, London, E.C.4, and comprise two types of reflectors fitted in separate rows of eight reflectors each. One row consists of intensive reflectors, and the other of extensive reflectors. We cannot, of course, over emphasise the importance of efficient lighting in the window, particularly for Christmas displays ; this subject is worthy of the fullest

*A reproduction of the Christmas gift card used in the "Sundries"—*

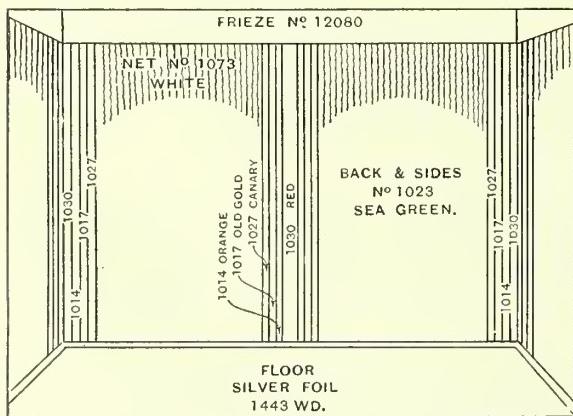


—display. This card is listed by J. C. King, Ltd. as H2344

consideration, not only as an added attraction, but as a definitely profitable proposition. The fittings used comprise a selection from the range of J. C. King, Ltd., 42-60 Goswell Road, London, E.C.4, who are also the suppliers, on this occasion, of the crêpe paper and decorations. Readers will note, therefore, that the numbers quoted on the colour key and elsewhere, refer to those in Messrs. King's current list.

#### Christmas Sundries

At no period during the year does a better opportunity occur for selling certain classes of sundries than Christmas. The list of possible lines is a comprehensive one and includes such items as shaving brushes, hair brushes, puffs, powder bowls, fancy combs, perfume sprays, powder sprays, holdalls, and sponges. A selection of these lines, loaned by courtesy of Britton, Malcolm & Waymark, Ltd., 38 Southwark Bridge Road, London, S.E.1, forms the subject of the display on the preceding page. This display is built up in three sections comprising two sides of equal height and a different centre ; the floor of the window is also used to advantage. The goods are divided into four main classes, puffs and powder



Colour Key

*The intensive pattern of  
tints suitable for use in the  
window, the height of which*

*Siemen's reflec-  
average shop  
exceeds the depth*

bowls, sprays, brushes, and boxed lines such as sponges and holdalls. With regard to the background a glance at the colour key will indicate the colours used.

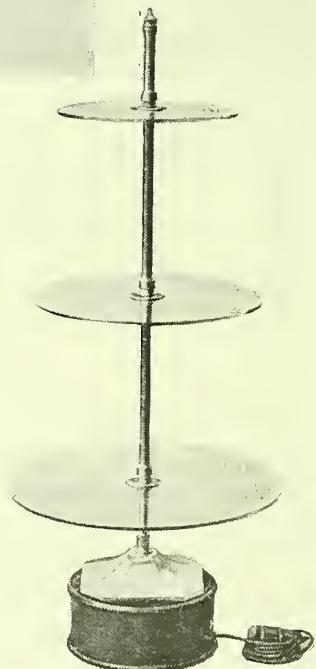
The departures from normal, which give the festive appearance, are the use of an attractive frieze depicting a winter scene, and the silvered artificial holly at the sides and in the foreground. There is available, of course, a very wide range of suitable friezes, the small cost of these being amply repaid by the decided improvement in the appearance of the window. The artificial holly or other decorative material can be placed in almost any position provided this is not greatly overdone. The crêpe paper

net is another useful device for attracting attention ; this, in our display, is white and contrasts suitably with the green background. With regard to fittings we have used, as already stated, some excellent examples from the range of J. C. King, Ltd. The centre stand



*Above is shown a repro-  
duction of the showcard  
(12½ in. by 16 in.) used in  
the perfumery window;  
the background is black,  
lettering yellow, and the  
stripes at the sides are red  
and yellow, with the winter  
scene in green and white.  
This card may be copied*

*On the right is illustrated  
the 3-tier Sphinx stand,  
mounted on an electric  
turntable No. H 2805;  
supplied by J. C. King,  
Ltd.*





Background and decorations by J. C. King, Ltd.

(illustrated separately on page 610) is a 3-tier Sphinx model mounted on an electric turntable No. H2805; this type of fitting gives not only increased display space but the added attraction of movement. The other stands consist of chromium-plated telescopic models (H 3246), with black opal-glass ovals. Four of Messrs. J. C. King's stock showcards are used in the display; from top to bottom of the window these are as follows:—H 2731, H 2333, H 2328 and H 2344. It will be observed that the use of large showcards is avoided in this window, the reason being that the particular design permits of most of the available space being used for the display of goods.

#### The Perfumery Window

The keynote of the above display of perfumery goods is simplicity. Neither in the background nor in the arrangement of the articles themselves is there any attempt at elaborate design, yet the effect is pleasing. On this occasion the simplicity of the crêpe-paper dressing obviates the necessity for a colour key. For those of our readers who desire to copy the design the colours used are as follows:—Frieze No. 9 bells; background and sides, No. 1030 red; drape, No. 1027 yellow; floor,

No. 1017 old gold (these numbers refer, of course, to the current list of J. C. King, Ltd.). The goods used in the display include coffrets of various types, bath crystals in jars and bowls, perfumes and pot-pourri jars. The frieze used in this window is of a simple but appropriate design. In this display may be seen several interesting and attractive display stands of types suitable for the average chemist's window. The particulars are as follows:—On the left of the illustration are two stands, the taller being a chromium-plated telescopic model, H3241, with black opal oval (the numbers also refer to the list of J.C. King, Ltd.), and the smaller a circular stand, also chromium plated, with black opal-glass shelves (9555); in the centre is a smaller chromium-plated model and below it a useful stand made from odd pieces of glass by means of a set of clips; on the right is a useful 3-tier stand (H2884) which can be adapted to almost any circumstances. There is no limit, of course, to the number of designs which can be built up by the possessor of a reasonable number of display stands; these cost little and greatly add to the usefulness of the window. The showcard used in the display has been specially designed and is illustrated on the opposite page.

# Display for Selling

By H. CUNDALL,

President, London Branch,

NATIONAL DISPLAY ASSOCIATION

ONE often hears the remark passed: "That is a selling window." There are many kinds of selling displays. In the case of piece goods, it can be the method of arranging the merchandise—artistic draping combined with suitably worded showcards—or perhaps a range of goods showing exceptional value. In the case of gowns or made-up materials, it can be the way they are arranged on models, and the setting of the window. With evening wear, a window arranged as a drawing room, if sports wear, the background may represent a river scene, or a tennis court, and so on. These methods are adopted to help the prospective buyer, and they are what may be called "sales touches." Now we will take another class of merchandise—the type frequently to be found in the chemist's window, sometimes referred to as "packed goods." There is a large number of these on the market, and many of them are extensively advertised in the daily Press. One must admit that Press advertising is a splendid method of creating sales, but manufacturers to-day have come to realise that to obtain the full benefit from this advertising, the goods must be displayed in the shop window. They are, therefore, linking up their Press campaign with window displays. These may take the form of a few showcards, or material for a whole window, and in some cases the services of a window-dresser is offered.

It is impossible for these firms to send out different material to each customer, so a more or less stereotyped set of show matter is sent, usually designed to enable the retailer to arrange it in the window without much trouble. One may travel up and down the country, and see many of these displays arranged on similar lines, but sometimes a window stands out apart from the others. The retailer has given a little thought to his display. He has departed from the usual method of dressing his window, and has made an effort to make it distinctive from those of his competitors. Take a walk down any of the main shopping thoroughfares in



our larger cities, and you will see many display windows. Possibly there may be a dozen shops showing the same class of merchandise. Find one that stands out from the others, one that not only attracts attention, but arouses interest. It is to this one that shoppers will be attracted. The object of the window is to sell merchandise, yet many do not seem to appreciate this fundamental principle. How many shops of the smaller type make the best use of their windows? How many have ineffective lighting, poor fittings, and in many cases no fittings at all? Competition is so keen to-day that it behoves every retailer to make the best use of his window. It is his finest selling medium, and with the assistance of the show material sent out by manufacturers, it is a simple matter to make the window attractive.

Apart from the stores and large shops in our towns, progress in window display has not developed as it might have done. This is due to a large extent to the absence of suitable display fittings. It is very difficult for any person to make what might be termed a "selling display," unless suitable display fittings are available. For instance, every chemist who values his window space

should have a supply of pedestal stands with glass circles or ovals, or else a set of the more modern metallic or wooden cubes. These are inexpensive and enable one to display one's goods in a clean, attractive and modern manner, to prevent overcrowding and to give a "tone" both to the display and shop. The display can be built up in units, each of which can



be changed without removing the whole of the display. The two displays illustrated give some idea of what can be done with modern fittings. In No. 1, the arrangement of goods is simple but effective. Five showcards, supplied by the manufacturers, have been used in this display. Three triangles of varying sizes have been cut out in 3-ply wood, and overlapped to correspond with the design on the showcards. These have been suspended from the top of the window, and are intended to give that

"sales touch." The background in this display can be either dark green, light green or black. The goods are green with white lettering. The background of the three showcards is orange, and the three triangles which stand out from the main cards are silver with black lettering. The goods featured on these cards are in their natural colours. Finally the three large triangles, suspended above the goods, are painted silver, and the lettering is black. Display No. 2 is a simple arrangement of goods on cubes, in a somewhat different manner to No. 1. Small showcards, supplied by the manufacturer, have been utilised, together with a giant reproduction of the

tin which contains the product. This tin has been converted into a medal, similar to that appearing on the showcards, and this, together with the three black and white cards, give the "sales touch." These two displays are intended to show how, with a little ingenuity, show material supplied by manufacturers can be used to make not only an attractive but a "better selling display"—something different from the usual screen or three-piece set. The measurements of the windows illustrated are as follows:—No. 1, height 5 ft.; width 5 ft.; depth 2 ft. 6 in. No. 2, height 5 ft.; width 8 ft.; depth 2 ft. 6 in.

(To be continued)

## Neon Signs

By Mervyn Henry

(*Franco-British Electrical Co., Ltd.*)

**T**HE term "neon" is generally understood to mean all the various forms of luminous discharge tubes used in sign work, but in fact several gases are used to produce the different colours. Neon gas gives the familiar orange-red glow; blue is obtained with mercury vapour; green is blue gas in a yellow tube; helium gives an ivory white light, and so on. Carbon dioxide produces cold daylight, but is not generally used in sign work. Briefly, the principle of a luminous discharge tube is this. A glass tube of small diameter is fitted with metal electrodes at each end, exhausted of air, cleansed of impurities by heat, and filled with neon or other gas. High voltage is applied between the electrodes, and this has the effect of illuminating the gas.

### The Neon Tube

In order to explain how a neon sign is produced, let us consider the case of a shop-keeper interested in a neon fascia. He first discusses the possibilities with a neon sign manufacturer's representative, who submits to him a drawing showing the sign exactly as it will appear when erected. When the order is placed, an engineer visits the site to obtain accurate measurements and to determine the method of fixing. This information is passed to the drawing office and two sets of full-sized drawings are made—one for the manufacture of the letters and the other for the neon tubes. The drawings are blue-printed in reverse and sent to the glass-bending room, where the tubes are bent to the form shown on the drawing. The tubes are then cleaned with distilled water and dried in a hot-air oven. Each tube is later fitted with two iron electrodes, sealed in glass containers which are welded to the tube. The tube is now ready for "bombarding" and filling. "Bombarding" means cleansing and exhausting the tube of air and impure gases. During manufacture the metal electrodes absorb a certain quantity of impurities, which have to be removed; otherwise these impurities would get into the tube and spoil the colour of the neon or other filling gas. The tube is connected to a circuit of glass tubing which begins at a gas container and finishes at a vacuum pump which exhausts the tube of air. The tube is filled with a cleansing gas and high voltage is applied to the electrodes. Current is increased until the electrodes are glowing with heat. This releases the impure gases and the tube is quickly exhausted by the pump. This process is continued until the cleansing gas assumes its proper colour and the tube is charged with neon. The tube is then hung on what is called the "ageing" rack—a kind

of test bench—where it remains for about an hour. When ready the tubes are mounted on the letters, the sign is assembled, tested and packed, and despatched to the site for erection.

### The Sign in Operation

A neon sign operates at high voltage, and alternating current is essential. Where the supply is direct current a rotary converter is installed. To obtain the necessary voltage transformers are used to "step up" the mains supply. An interesting fact is that, while a neon sign requires high voltage, its actual current consumption is extremely low—approximately one-fifth of the current necessary for an equivalent lamp-studded sign. Moreover, the life of a neon tube is roughly three times as long as that of an ordinary incandescent lamp. Another interesting and important feature of neon is that it does not radiate heat. Its temperature is never more than normal, which gives it an enormous advantage over lamps for window displays where delicate fabrics are displayed. It should be remembered that there is no filament in the tube—no incandescence. The light is given out solely by the ionised gas. There can be no doubt, I think, that neon is here to stay. The beauty and intensity of the colours, the low running costs, the manifold uses to which it can be applied, offer tremendous possibilities. That it will entirely supersede all other types of illuminated signs is questionable. A more reasonable assumption is that neon, electric lamps and floodlighting will be used in conjunction. Already many examples of this can be seen, particularly on the Continent. At the moment electric lamps hold many advantages over neon for animated and temporary displays and where initial cost is the prime factor. There are practically no limits to neon tube bending. The most intricate and artistic designs can be faithfully reproduced. Existing lamp signs and shop facias can be readily adapted to neon. The day appearance of a neon sign is far superior to that of a lamp-studded sign. Attractive window displays can be built up with neon. Small neon units are available for window decoration, for use as departmental indicators, and so on. The shopkeeper is not obliged to purchase his neon sign outright. If he wishes he can enter into a monthly hire-maintenance contract which provides for the periodical inspection of the sign during the term of the contract. In other words, if the contract is spread over three years, the suppliers guarantee to maintain the sign in full working order for that period, and the retailer has a renewal option on the expiry of the contract.

# Deaths

**ANDERSON.**—The funeral of the late Mr. James Anderson, chemist and druggist, 70-74 Commercial Street, Dundee, whose death was recorded in our issue of November 11 (p. 585), took place at the Eastern Cemetery on November 10. The pall-bearers were Messrs. Alexander Robertson, James Stevenson (London), David Simpson, Harry Beath (nephews), Alister Laird, A. J. Clarke, M. S. Macconchie (representing staff), and John Anderson (representing the Dundee Branch of the Pharmaceutical Society). Members of the staff of the pharmacy were present at the graveside. The wreaths included one from Mr. Anderson's staff and one from the Dundee Branch of the Pharmaceutical Society. Among those present were the Lord Provost of Dundee and many representatives of civic and professional activities.

**BARCLAY.**—At 24 Kirkstall Road, London, S.W.2, on November 13, Mr. George Robert Barclay, chairman and joint managing director of Barclay & Sons, Ltd., druggists' sundriesmen, 95 Farringdon Street, E.C.4, aged eighty-one. Mr. Barclay entered the business more than sixty-five years ago, and later became managing director of Barclay & Sons, Ltd.; since 1922 he had also been chairman of the company. He will be remembered by the older generation as one who was actively engaged with the late Sir William Glyn-Jones in the formation of the Proprietary Articles Trade Association, of which he was president in 1903, and treasurer in 1896-1902 and again in 1911-25. Mr. Barclay is survived by a widow, a daughter and a son (Mr. Lindsay Barclay, who is joint managing director of the company).

**LESTER.**—At Nuneaton, on November 7, Mr. Henry Lester, chemist and druggist (Henry Lester & Son, chemists, Nuneaton, Warwickshire), aged eighty-seven. After a brief experience in his father's ribbon factory, Mr. Lester was trained in pharmacy at Coventry, London and Northampton. He passed the Qualifying examination in 1872, and shortly afterwards commenced business on his own account. His son, Mr. W. H. Lester, chemist and druggist, joined him as partner in 1899, and later his grandson, Mr. L. H. Lester, qualified and entered the business, thus making three genera-



MR. H. LESTER

tions of chemists in the firm. Mr. Lester took a prominent part in public affairs, being for many years a town councillor and a member of the Board of Guardians. He was a founder of the Nuneaton Tradesmen's Association, and occupied other official positions. The mace shown in our portrait was presented to the borough by him last year. For many years he was vice-president of the Warwickshire Branch of the Pharmaceutical Society and vice-chairman of the Warwickshire Pharmaceutical Committee. His wife predeceased him two years ago. The funeral, which took place at Nuneaton Parish Church on November 10, was fully representative of the municipal and social life of the town. Among those present, in addition to the family mourners, were the Mayor and Mayoress of Nuneaton, the town clerk, and several aldermen, councillors and borough officials. The Nuneaton Chamber of Trade and other public bodies were also represented.

**BIBBY.**—In Madrid, Spain, on November 3, Mr. Charles Drake Bibby, chief of the pharmaceutical department of Parke, Davis & Co., manufacturing chemists, Beak Street, London, W.1, and Hounslow, with whom he had been for thirty-three years. Mr. Bibby was in Spain in connection with his firm's foreign business when he passed away.

**GORTON.**—At 72 Grange Park Road, Leyton, London, E.10, on November 13, Mr. Albert George Gorton, M.P.S., F.R.H.S., aged sixty-two.

**HODGSON.**—At Newcastle-upon-Tyne, on October 30, Mr. Cuthbert Hodgson, chemist and druggist, aged seventy-three.

**HUTCHINSON.**—On November 4, Mr. Thomas James Hutchinson, F.I.C., 13 Manchester Road, Bury, Lancs, aged seventy-seven. Mr. Hutchinson had been public analyst for Bury since the creation of the post in 1903. He had offices in Bury and in Deansgate, Manchester, and was analytical chemist for a large number of manufacturing firms. Mr. Hutchinson was an original member of the Society of Chemical Industry, founded in 1881. He was a member of the Bury Town Council from 1895 to 1901, but declined nomination for the mayoralty on two occasions.

**HUTTON.**—At Minehead, on November 9, Mr. Harry Hutton, Ph.C., first chairman of the Warwickshire Pharmaceutical Committee, president of the Warwick and Leamington Spa Pharmaceutical Association and president of the Warwickshire Branch of the Pharmaceutical Society since its inception. Mr. Hutton, who passed the Major examination in 1878, retired from business last year and went to live with his two daughters at Minehead. He was also a distinguished Freemason, holding high office both in his own Lodge and in Provincial Grand Lodge.

**JACK.**—At 40 Queensborough Gardens, Glasgow, on November 12, suddenly, Mr. Robert Martin Jack, chemist and druggist, 187 Hyndland Road, Glasgow, W.2. Mr. Jack qualified in 1902.

**McCONNACHIE.**—At 29 Orchard Terrace, Hawick, on November 9, Mr. John Bell McConnachie, chemist and druggist, 1 Baldertongate, Newark. Mr. McConnachie, who qualified in 1910, took over a business at Newark about two years ago.

**NEALE.**—At Sherston, Wilts, on November 1, Mr. Duncan Neale, chemist and druggist, aged eighty. Mr. Neale, who was registered as in business before August 1, 1868, had an extensive veterinary connection.

**ROBSON.**—In Nottingham, on November 10, suddenly, Mr. John Thomas Robson, chemist and druggist, 160 Derby Road. Mr. Robson, who qualified in 1893, carried on business for a long period. He served for a time on the council of the Nottingham Pharmacists' Association, but took little interest in public affairs, his garden being almost his only hobby. Mr. Robson leaves a widow and a daughter.

**ROWED.**—On November 7, Mr. Charles Rowed, Sefton Drive, Liverpool. Mr. Rowed had a connection extending over fifty years with the Beecham factory at St. Helens.

**SMITH.**—At Pershore, on November 6, Mr. Arthur William Smith, chemist and druggist, aged seventy-one. Mr. Smith's business was founded in 1759; he acquired it in 1885 from Mr. Francis Allen, whose ownership dated back to 1832, a period of 101 years for two proprietors. Mr. Smith was one of the best known and most esteemed inhabitants of Pershore. For many years he undertook voluntary work on behalf of the Pershore Cottage Hospital, and discharged the duties of honorary secretary. When he retired from the position the committee and residents in the district presented him with a silver tea service, a cheque and an illuminated address containing the names of 500 subscribers. Mr. Smith was joint secretary of the Pershore Horticultural Society for some years, and was active in various other local

enterprises, including a fire brigade. He is survived by a widow, a son (Mr. Arthur C. Smith, chemist and druggist) and six daughters. The funeral service, which took place in Pershore Abbey on November 9, was attended by more than 400 people, many of whom represented public bodies.

**SOMMERVILLE.**—At Edinburgh, recently, Mr. J. Sommerville, senior representative of Duncan, Flockhart & Co., manufacturing chemists, Edinburgh and London. Mr. Sommerville was well known in the drug trade all over Scotland. He was a man of sterling character, and had a wide experience. For upwards of fifty years he travelled loyally in the interests of his firm and his customers alike, and his unfailing honesty of purpose earned for him the gratitude of many friends. Mr. Sommerville was predeceased by his wife many years ago; he is survived by an only daughter.

**WARCUP.**—On November 12, Mr. Harry Edwin Warcup, secretary and director of The French Flint Glass Bottle Co., Ltd., 19 and 20 West Smithfield, London, E.C.1. Mr. Warcup commenced business with DeLuca Hill & Co., forty-three years ago. When the business was turned into a public limited liability company, in 1903, under the style of The French Flint Glass Bottle Co., Ltd., he was appointed secretary; and he was given a seat on the board of directors in 1918. Mr. Warcup was an old volunteer, having joined the London Rifle Brigade in 1889, resigning with the rank of Colour Sergeant in 1911. When the call came for volunteers for the South



MR. H. E. WARCUP

African War, he joined up with the C.I.V.s with the rank of sergeant, and at the end of the campaign was presented with the freedom of the City of London. Mr. Warcup was well known in the masonic world, having joined the London Rifle Brigade Lodge of Freemasons in 1897; he became Master in 1906 and Secretary in 1916. He was also a member of the Royal Arch in 1919, and was in the chair in 1931.

## Business Changes

TAYLOR'S DRUG CO., LTD., have opened a branch at 61 Carlton Street, Pontefract.

MR. C. BAYLEY, chemist and druggist, has disposed of his business at High Street, Uppingham, to Boots, Ltd.

MR. J. FLINTON HARRIS, Ph.C., has removed from 58 Abington Street to 60 St. Giles' Street, Northampton.

BATHES, LTD., chemists, Torquay, have purchased the business of Mr. Richardson, chemist and druggist, 1 Arwenack Street, Falmouth.

STANDARD SYNTHETICS, LTD., are removing to larger premises on December 1 at Headingley Works, 76 Glen-tham Road, Barnes, London, S.W.13.

THE trading style of Popular People's Pharmacy, Ltd., has been changed to People's Popular Preparations, Ltd. Head Office: 63 Chapel Road, Worthing.

MR. FRANK E. S. CLARKE (formerly of F. Clarke & Co., Ltd., Newport, is opening a new business at 21 Cambrian Road, Newport.

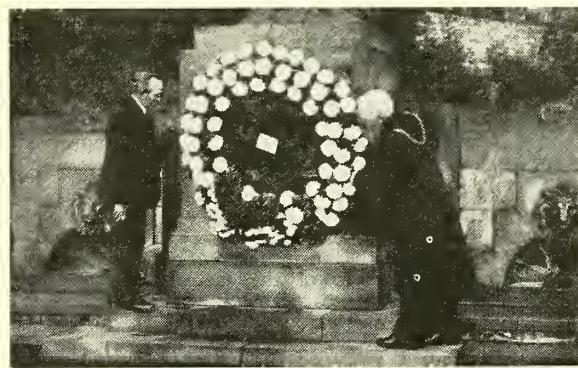
OURY, MILLAR & CO., LTD., gelatin manufacturers, Albion House, Queen Street Place, London, E.C.4, have opened offices at Grosvenor Chambers, 16 Deansgate, Manchester, 3.

## Personalities

MR. W. T. GRAHAM, chemist and druggist, Manor Park, London, E., has been elected chairman of the East Ham Insurance Committee.

MR. S. OLDHAM, Ph.C., who has been appointed assistant pharmacist to the Leicester Royal Infirmary, was educated at the Alderman Newton's Boys' School, Leicester, from which he matriculated in 1926. He was apprenticed with T. E. Butler Son & Co., and during his apprenticeship passed the Preliminary Scientific examination after a part-time course at the Leicester College of Technology. Prior to commencing a course for the Ph.C. examination, in the Department of Pharmacy, Mr. Oldham entered for the Fairchild scholarship and was awarded the England prize. In 1932 he qualified as a pharmaceutical chemist at the age of twenty-one.

AMONG the first activities of Alderman C. A. Critchley, Ph.C., Blackburn, upon his accession to the office of mayor, was to attend divine service, to which he was

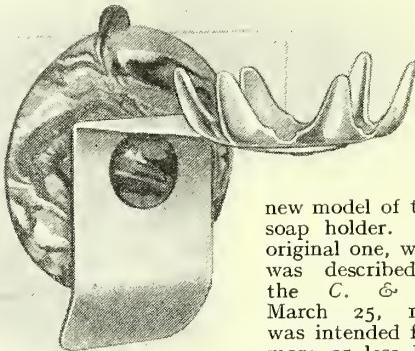


accompanied by over twenty local pharmacists. In the photograph reproduced here the Mayor is shown placing a wreath on the local war memorial.

MR. RICHARD McGEORGE, chemist and druggist, has retired from Howse & McGeorge, Ltd., chemists, Nairobi, after twenty-nine years' service in Africa. Mr. McGeorge, after four years' apprenticeship with Duncan, Flockhart, Powell & Co., and two years as a junior assistant with H. C. Baildon & Son, both of Edinburgh, passed the Minor examination in 1902. He then went as assistant to Davies & Shepheard, chemists, Chester. During five years in Johannesburg he was mainly in the employment of Lowenstein, Adams & Co., Ltd., and for about two years was honorary secretary of the Pharmaceutical Society of the Transvaal. In 1911 Mr. McGeorge decided to go further North, and in Nairobi he met Mr. L. A. Howse, chemist and druggist, a recent arrival in the country who was preparing to set up in business. Mr. McGeorge decided to join him in partnership. Since those days the business has gone on increasing and spreading throughout the territories of Kenya, Uganda and Tanganyika, which together cover an area almost as large as Great Britain, Germany, France, Spain and Italy combined. In 1904 Mr. McGeorge was gazetted as an Assistant Surgeon to the East African Mounted Rifles and took part in the border fighting during 1914 and 1915. In 1916, holding commissioned rank, he was attached to the Hospital Train of which he was later placed in charge. In 1918 with the rank of captain and having been mentioned in despatches, he was placed in charge of medical stores. Mr. McGeorge has now decided after a busy and active career to retire to his home in Edinburgh, where his two sons are being educated. Every member of the staff feels a very great regret in losing him. Before leaving East Africa, Mr. McGeorge was presented with two occasional tables made from elephant feet and suitably inscribed, and Mrs. McGeorge with a silver gong suspended from a hippo's tooth.

## Trade Notes

THE THRIFT SOAP HOLDER.—Elmesan (London), Ltd., 66 Victoria Street, London, S.W.1, have brought out a

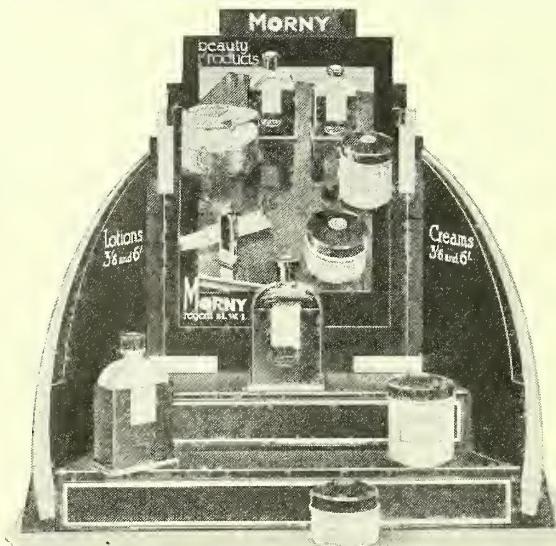


new model of their soap holder. The original one, which was described in the *C. & D.*, March 25, 1933, was intended for a more or less horizontal surface ; the new holder is of

the bracket type and suitable for attaching by suction to walls or other upright surfaces, as will be appreciated from the accompanying illustration.

ASPIRIN FOR TABLETS.—Fre-flo is an apt name for the aspirin being supplied to tablet makers by Mr. H. W. Graesser-Thomas, 49 Leadenhall Street, London, E.C.3, since it will run with the utmost freedom and uniform speed from the hopper of the fastest rotating tablet machine. This is by no means the only virtue of this particular aspirin, and among others to which reference may be made are that it is an excellent product chemically, it gives a clean cut tablet whether embossed or plain, and is British.

MORNY BEAUTY PREPARATIONS.—Morny, Ltd., 6 New Burlington Street, London, W.1, have recently placed on the market a number of new toilet lines. The lotions are presented in attractive bottles with sprinkler necks, and the creams in wide-mouthed jars, both bottles and jars bearing tortoiseshell bakelite caps engraved with a neat Morny monogram filled in with white enamel. The

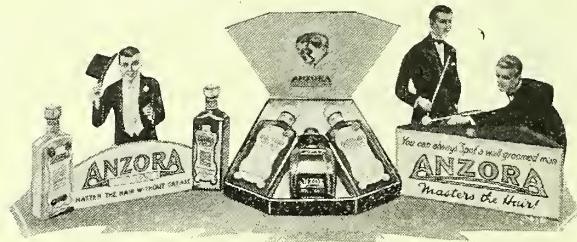


label is of a plain, severe character, giving dignity to the package, and each of the preparations bears on its container detailed directions for use. The illustration shows some of these lines displayed on the highly attractive screen which is available.

WINDOW DISPLAYS.—Mr. R. R. S. Lawrence, chemist and druggist, 43 Gardner Street, Brighton, has drawn our attention to the photosketches of window displays he is offering for sale to chemists under the name of Brainywaves. In sending us Series I Mr. Lawrence states : " Brainywaves are entirely new, producing novel and unique displays which are proved sellers. They are easy to erect and adaptable to the chemist's own lines, and require no extra window fittings. Districts are reserved for first applicants, and the advantages of the displays over those of crêpe paper are obvious."

"PLATINUM" POCKET WARMER.—Azakami & Co., 6 Denmark Street, London, W.C.2, give particulars, on another page of this issue, of the "Platinum" pocket warmer, which comprises a light metal case enclosed in velvet bag, the total weight being only about  $2\frac{1}{2}$  oz. The absorbent material filling the case is soaked with benzene or high-grade petrol, and heat is applied to the lighter as directed. The cost of maintenance is quite small. A feature emphasised by the makers is the steady and not excessive heat generated, continuing for twenty-four hours.

ANZORA GIFT CASKET.—The Anzora Perfumery Co., Ltd., 28 Willesden Lane, London, N.W.6, have sent us one of the gift caskets they are offering for Christmas trade, and it is shown, together with two of the com-



pany's recent showcards, in the accompanying illustration. Two bottles of Anzora and a bottle of Anzora brilliantine packed in this manner forms a gift which is acceptable to almost every man, while if any stock is left over after Christmas no loss is incurred by selling the items separately.

A TOOTH-BRUSH NOVELTY.—R. Addis & Son, Hertford, are attaching a small toothbrush to a portrait-card of Mickey Mouse for sale at a popular price. This inexpensive novelty should make a powerful appeal as soon as it is released for sale, i.e., on December 1. Supplies will be available through the usual wholesale houses.

PARK, DAVIS & Co., Beak Street, Regent Street, London, W.1, have recently introduced a hypnotic with a relatively low toxicity, and, therefore, a wide margin of safety. Chemically regarded, Hebaral Sodium, as it is called, is sodium hexyl-ethyl-barbiturate. With the average adult one 3-gr. capsule rapidly induces sleep, but, if required, the dose may be safely repeated after an hour. A notable feature of this preparation is that it produces no unpleasant effect, and the blood pressure and the respiration are affected only by the depression normal to natural sleep. Hebaral Sodium is supplied in 3-gr. capsules (tinted to distinguish them) and issued in bottles of 25 and 100.—Another P. D. product of interest is Irradex, a tonic malt-extract compound including vitamins A, B and D with iron and manganese. It is an exceedingly palatable preparation and the fat-soluble vitamins are included, in effective dosage, with a very small proportion of oil. For the vitamin B use is made of an extract of the germ of wheat, and the extract is physiologically tested. In addition to the vitamin content Irradex includes iron and ammonium citrate, and a minute dose ( $\frac{1}{2}$  grain to the ounce) of manganese citrate is added to promote the utilisation of the iron. Irradex is issued in jars holding about 1 lb.

**BEECHAMS LUNG SYRUP.**—Reference was made in a recent issue of the *C. & D.* to the new product which was being placed on the market by Beechams Pills, Ltd., St. Helens, Lancashire. We have received some bottles of this proprietary and a display stand, both of which



are shown in the photograph reproduced here. Most chemists are now familiar with the lung syrup and one or more of the stands will be sent to those who write for them.

**STOCKING PROTECTOR.**—The Scholl Manufacturing Co., Ltd., 188 St. John Street, London, E.C.1, advertise a new stocking protector elsewhere in this issue and give details of a bonus offer being made in connection with this line.

"POULTRY HINTS" is the title of a useful booklet published by Tomlinson & Hayward, Ltd., 51 Newland, Lincoln. As a guide to the common diseases of poultry chemists will find it most useful, and a copy will be supplied on application.

**ORGANON LABORATORIES**, 1 Gordon Square, London, W.C.1, are distributing to the medical profession an informative booklet on the range and technical quality of Organon biological products. Chemists can obtain a copy of this publication on request.

**FLASHLIGHT PHOTOGRAPHY.**—Johnson & Sons, Manufacturing Chemists, Ltd., Hendon Way, Hendon, London, N.W.4, are issuing a leaflet giving details of their flashlight competition for amateur photographers. The closing date is February 28, 1934, and substantial prizes are being offered. A supply of the leaflets for distribution will be sent to any chemist on application.

**COD-LIVER OIL TABLETS.**—White's Laboratories, Ltd., Thames House, Westminster, London, S.W.1, have drawn our attention to White's Cod-liver Oil Concentrate tablets, and, to substantiate their claims for this preparation, have forwarded us copies of extracts from medical literature showing how the tablets have proved satisfactory in hospital tests. In their letter the company state:—"This product was accepted by the Council on Pharmacy and Chemistry of the American Medical Association at a potency of 100 vitamin D units and 250 vitamin A units mentioned in New and Non-official Remedies as being not less than one half teaspoonful of cod-liver oil . . . and our claim at the present time that each tablet is equal to one medicinal teaspoonful of cod-liver oil is supported by the fact that since the acceptance of the A.M.A. the potency of these tablets has been increased to 700 A and 500 D. We already have in our possession a certificate from Dr. Katherine Coward of the Pharmacological Laboratories to the effect that one tablet is equal in vitamin D potency to a teaspoonful of cod-liver oil. Arrangements have already been made for a vitamin A assay . . ." The stability of the tablets is guaranteed for at least three years.

**TOKALON, LTD.**, Chase Road, Acton, London, N.W.10, are to announce to the public on November 29 a gift scheme which it is contended will induce purchasers of face powders and creams to revert to the shilling sizes. Details of the scheme are published elsewhere in this issue for the benefit of the trade.

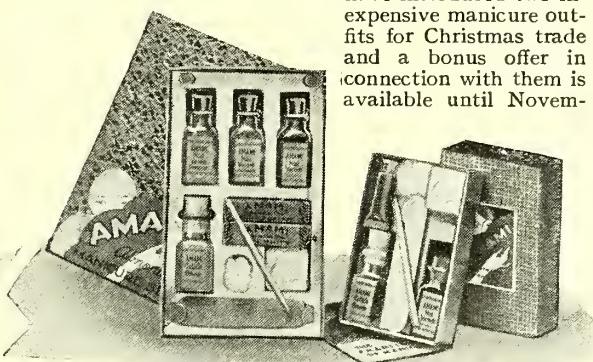
**TWO ELEGANT TOILET ACCESSORIES.**—Colibri Lighters, Ltd., 105 Wood Street, London, E.C.2, are offering a small scent spray, the Colibrette, which is actuated by light pressure with the fingers on a piston—not by bellows. This pocket spray is obtainable in a variety of finishes. Another line which is worthy of special notice by chemists is the artistic powder box which the company supplies. Both products merit places in displays of Christmas gifts.

**GREASE PAINTS.**—Osborne, Garrett & Co., Ltd., 51 Frith Street, London, W.1, are in a position to supply over two dozen shades of British-made grease paints. As the time of year when such products are in greatest demand is immediately ahead local advertising on the subject of make-up should prove remunerative in most districts.

**"BRITISH EMPIRE TRADES INDEX."**—The 1933-34 edition of the "British Empire Trades Index" has been issued by Business Dictionaries, Ltd., 8 and 9 Johnson's Court, London, E.C.4. This useful volume, 25,000 copies of which are distributed annually throughout the world, is divided into three sections. Section 1 contains the names of 35,000 firms grouped under 4,398 trade headings; Section 2 consists of an alphabetical list of these firms, with cross-references to their classification in Section 1; Section 3 is an alphabetical list of trade marks and brands. A few copies are available at 2s. 6d. each, inclusive of postage and packing.

**CADBURY'S CHRISTMAS NOVELTIES.**—Cadbury Brothers, Ltd., Bournville, have introduced several new types of boxes for the Christmas trade in their chocolates and biscuits. The principal feature of these is a series designed by famous artists, including Laura Knight, Ernest Procter, Mark Gertler, E. Dulac, C. R. W. Nevinson, Philip Connard, Dod Procter, G. Sheringham, Arthur Watts and Arthur Rackham. As might be expected, these distinguished people have designed some remarkably effective containers, the pictures on which should appeal strongly, to the younger generation in particular. To the  $\frac{1}{2}$ -lb. drums of Cadbury's chocolate biscuits three new lines have just been added, making six in all. Bourn-vita, introduced last year, is, we learn, increasingly popular.

**INEXPENSIVE MANICURE OUTFITS.**—Prichard & Constance (Manfg.), Ltd., 11 Broad Street, London, W.C.2, have introduced two inexpensive manicure outfits for Christmas trade and a bonus offer in connection with them is available until November 30.



The boxes are of artistic design, and, as will be seen from the illustration, the contents are unusually comprehensive.

Telegrams: "Atolins Selist, London." TRADE MARK ESTD 1798 Telephone: Bermondsey 1141

*John Bell Hills & Lucas Ltd.*  
"JOHN BELL BRAND"  
COLD CURE CAPSULES.  
For Influenza and Common Cold.  
A good selling Winter line.  
Send for Sample box and particulars.  
Oxford Works, Tower Bridge Road, London, S.E.1

*Schering*

'PROGYNON' CIRCULARISATION  
in process of issue to medical men in the U.K.  
WE INVITE YOUR CO-OPERATION BY HOLDING STOCKS  
Supplies may be ordered direct and invoiced through your usual Wholesaler

3 Lloyd's Avenue, Schering LIMITED Telephone—  
London, E.C.3 Royal 3102-3

Telegrams— Scherophila, Fen, London  
Telephone— Royal 3102-3

MENTHOL & THYMOL DERIVATIVES  
WATER SOLUBLE

Perfect substitutes for the original and synthetic drug, but at about half cost, for pharmaceutical and cosmetic purposes

Samples and Prices from:  
**CHEMOPHARM LTD.** 58 Victoria St., LONDON, S.W.1

(Regd.)

*Felsol*  
for  
**Asthma**

Continuous Propaganda conducted with the Medical Profession.

P.A.T.A. terms upon request.

**BRITISH FELSON COMPANY, LTD.**  
15, CAROLINE STREET, LONDON, W.C.1

90% **S. V. R.** 95%  
1932 B.P.  
FOR  
**TINCTURES**  
**JAS. BURROUGH LTD.** 1 Cale Distillery,  
LAMBETH, S.E.11

Tubes and Vials of 24 Cat units, retail 3/-  
From Wholesalers, or the British Agents.

**UPSHER SMITH DIGITALIS TINCTURE TABLETS**

MATTHEWS LABORATORIES, LTD., CLIFTON, BRISTOL, ENG.

*Tomlinson's COD LIVER OIL*

Guaranteed vitamin content—full certificate on every package. Purest and best. Packed in 1 pint, 1 quart,  $\frac{1}{2}$  gallon, 1 gallon, 5 gallon.

ADVERTISEMENTS HAVE NOW COMMENCED IN ALL POULTRY AND FARMING JOURNALS

For Trade Terms and samples write:  
**TOMLINSON & HAYWARD LTD.**  
51 Newland — Lincoln

**ELIXIR BROMO-VALERIAN COMP.**  
Useful for functional nervous affections particularly in controlling epileptic seizures.  
8 oz. Bottle - - 2/9 16 oz. Bottle - - 5/-

• **WYLEYS Ltd.**  
COVENTRY  
ESTABLISHED 1750.

• **ELIXIR NUCLEOMINA COMP.**  
An Effective Stimulant and Tonic, especially useful for Post-Influenza Debility and Neurosis.  
8 oz. Bottle - - 2/9 16 oz. Bottle - - 5/-

## Information Department

### INFORMATION WANTED

Postal or telephone information with respect to makers or first-hand suppliers of the undermentioned articles will be appreciated.

M/14. Blisterine (for horses)	M/15. Lambert's inhaler
D/15. Endolle plaster of paris bandages	B/15. Panmellitin
W/91. John England Old English lavender water	B/91. Pharmacol
	M/91. Plastobind
	W/26. Svelt depilatory

**THE  
CHEMIST AND DRUGGIST**  
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**Display**

AMONG the various stages through which an article passes on its way from the manufacturer to the consumer, the retailing is one of the most important. On the speed of this operation depends, to a great extent, the rate of production; and as retail sales are largely controlled by demand, any method of increasing the latter is worthy of consideration. One of the most economical means of increasing sales is by the judicious use of display. Every pharmacy (with a few exceptions) has one or more windows; there is, therefore, no reason why good display should not be a feature definitely associated with the business of the chemist. That this is far from being the case is apparent to even the most casual observer. It matters little, we would emphasise, what type of display is used provided the general standard is raised to a higher level. It is not a question of expense. Display fittings, from the humble clip to the most elaborate stand, are available at prices well within the means of the average chemist. Nor is it a question of lack of skill; most attractive displays can be built up in a very short time, after a minimum of practice. Display, too, is an excellent field for the exercise of ingenuity.

**Judging by Appearance**

There is a further aspect of this subject worthy of consideration. For some time past considerable discussion has been taking place among pharmacists on the matter of advertising the many services offered by the private chemist, the object being to attract the public into his pharmacy. As the public usually judge by appearance alone, it follows that a high standard in this respect is necessary for the scheme to be successful. The careful use of modern methods of display by every private chemist will, in our opinion, greatly increase the chances of an adequate return for the money it is proposed to spend. Where lack of time or any other factor is responsible for poor display, advantage could be taken of the facilities offered by manufacturers who, in many cases, will actually supply the services of a window-dresser, as well as the necessary show materials. Those of our readers who are interested in this type of display will find helpful information in Mr. Cundall's article on p. 612 of this issue. With regard to the C. & D. model window displays, the first of these, published in our issue of October 28, brought a gratifying response. The general tone of the letters which have reached us from readers indicates that some scheme of seasonal displays would be desirable. We intend to suggest, by means of illustration and description, a series of displays, each appropriate to its season. In this way we hope to add to the facilities offered by the C. & D. another practical editorial service.

**Gray's "Operative Chemist"**

THE historical examination in THE CHEMIST AND DRUGGIST, some time ago, of the title "operative chemist" has suggested a perusal of "The Operative Chemist" of Samuel Frederick Gray, best known by his "Supplement to the Pharmacopœias," which first appeared in 1818 and ran through several editions. Gray's father was the translator of the "Philosophia Botanica" of Linnæus for Lee's "Introduction to Botany," and two of his sons attained considerable distinction in science. He himself carried on business as a chemist at Walsall for a time, but soon removed to London, where he was destined to suffer from lung trouble till his death in 1836. In addition to his literary work he lectured on botany. He told the readers of the preface to "The Operative Chemist," a substantial volume published in 1828, that his life had been, and still was, despaired of, and urged this fact as a reason for the lenient judgment of any errors that might have escaped his notice before going to press. The book is, in fact, a compilation, and is of greater interest to-day for its preface than for its main contents. The author begins by expressing the view that "the English library is peculiarly deficient in works upon the chemical arts." He cites two dating from the time of Charles II, one on japanning and the other on dyeing, and adds a brief reference to the Society for the Encouragement of Arts, Manufactures and Commerce, founded in 1754 and of late years known briefly as the Royal Society of Arts. Gray's reference will bear expansion. From the first the Society was able to attract considerable support; and for a lengthy period it awarded prizes for the production of the best samples of various chemicals, drugs and other articles. In the "Public Advertiser" of June 1, 1759, for instance, the Society offered premiums for "the greatest Quantity of Cochineal properly cured, not less than 25 lb. . . . the greatest Quantity of Potash . . . not less than 50 tons." In the two following years the substances for which premiums were open to competition included isinglass, cinnamon trees, opium, beeswax, madder, bismuth, borax, sal ammoniac, saltpetre and verdigris. Gray proceeded to note that in his own day the principal source of information regarding what we should now call applied chemistry was "the publication of letters patent taken out by various projectors." To this information he added "what could be found in the two great French Encyclopædias, the Dictionnaire Technologique, now in course of publication, and in several foreign periodical works." One of the two encyclopædias was, without doubt, that of Diderot and d'Alembert, first published in seventeen volumes in Paris (1751-65); it is difficult to identify the other with certainty. The Dictionnaire Technologique appeared in Paris (1822-35) under the direction of several chief collaborators.

**Chemical Nomenclature**

Gray's purpose was so entirely practical that he thought it best to adopt a conservative attitude in his chemical terms; he doubted "whether the advantage of what may possibly be a more perfect nomenclature is not surpassed by the disadvantage of perplexing the memory of indifferent and uninformed persons with changes, the propriety of which is only felt by the accomplished philosophical Chemist." As another reason for adhering to the old names, he added that, in taking out letters patent, substances must be denominated by "the names under which they are known in the Book of Rates, and the Statutes of the Realm; and if not to be found there, by the most usual names under which they are sold. . . ." Beginners were warned against expecting "much precision of result," but the acquisition of "the most skilful kind of practical knowledge" in overcoming difficulties was foretold. Like a true chemist, Gray commenced with furnaces and fuels, mentioning incidentally Count Rumford and the less-known Sir George Onesiphorus Paul, the latter of whom invented a stove for use in Gloucester Prison. As to chemical theory, we read that "only such parts of the theories of philosophical chemists will be noticed as are absolutely necessary."

# Pharmaceutical Society of Great Britain

## London Evening Meeting

THE first evening meeting of the Pharmaceutical Society's present London winter session was held at 17 Bloomsbury Square, W.C.1, on November 14, the president (Mr. John Keall) in the chair. There was a good attendance, the lecture theatre being practically filled. With the president at the table were Mr. A. H. Jenkin (treasurer), Professor George Barger, M.A., D.Sc., F.R.S. (Professor of Chemistry in Relation to Medicine at Edinburgh University), Mr. A. R. Melhuish (a past-president of the Society), and Mr. F. W. Adams (assistant secretary). The audience included Mrs. Freke, Dr. Coward, Sir Henry Dale, Professor Burn, Dr. F. H. Carr, Dr. H. D. Jowett, Dr. W. H. Linnell, Dr. Chasser Moir, Mr. R. R. Bennett, Mr. Norman Evers, Mr. T. E. Wallis and Mr. H. Skinner.

THE PRESIDENT, in opening the proceedings, extended a warm and hearty welcome to those present. They had come, he said, to hear a lecture by Professor Barger, who, as they all knew, had an international reputation. Professor Barger had been Professor of Chemistry in Relation to Medicine at Edinburgh University since 1919, and had carried out much research work and published many papers. His lecture would be of the greatest possible interest.

PROFESSOR BARGER then delivered his lecture on the subject of "Ergot and Ergotism," dividing the subject into two sections as indicated by the title. He showed a number of interesting lantern slides, mostly of an historical character. About a year ago, said the lecturer, a remarkable discovery was made by Dr. Chasser Moir, who wished for a clinical comparison of ergotoxine and ergotamine. Dr. Chasser Moir's work was especially valuable on account of the use of the human uterus, and his experiments showed that the two alkaloids were as identical clinically as they were pharmacologically. In the old extract of ergot, which was not supposed to be active, Dr. Chasser Moir found a surprising activity; it was then thought that here was a new substance, a really desirable principle, which had previously escaped detection. Professor Barger then showed a series of slides, including the first mention of ergot, in a German book now in the possession of the Linnean Society; the first picture of ergot from a herbal published in Basle in the middle of the seventeenth century; the first English mention of ergot; an extract from a French book showing ergot; a graph showing the comparative prices of Spanish and Russian ergots in corresponding months in 1922 and 1930. Up to 1926, he said, it was immaterial whether Spanish or Russian ergot was used, but in 1926 the Spanish variety became two and a-half times as valuable as the Russian. Dealing with the second part of his lecture, Professor Barger said ergotism was an epidemic disease caused by the ergot contamination of rye. There were two varieties, gangrenous and convulsive. Several slides were used to illustrate this part of the lecture.

### DISCUSSION

THE PRESIDENT said he had listened with great interest to Professor Barger's address.

PROFESSOR BURN said he had listened with great pleasure to the lecture. Those who had read Professor Barger's book would know how fascinating a subject had been made of the historical part. Interest in the active principle of ergot had been reopened by the work of Dr. Chasser Moir. New light had been thrown on the question by the suggestion that the action was due to a residual alkaloid.

DR. JOWETT said the possibility occurred to him of some principle in the extract which, acting synergically, caused rapid absorption, making the action quicker. So far as he knew there was no pharmacological test for it.

DR. CHASSER MOIR thanked Professor Barger for his fascinating talk on the subject. Regarding his own work, he had to express gratitude to Sir Henry Dale. In his opinion ergotoxine and ergotamine seemed to be similar or identical in their action on the human patient. After

giving four drachms of the extract the needle started to rise very quickly about five minutes after the dose was given. The same results had been obtained from many extracts of ergot.

SIR HENRY DALE said they had all listened with great interest to Professor Barger's lecture. One of the statements about work in America suggested that the action of Chasser Moir was due to a residual alkaloid. He did not believe this to be the case. The amount of alkaloids found in water extracts was quite trivial. The residual substance was probably a very active constituent of ergot. He had great pleasure in proposing a vote of thanks to Professor Barger.

DR. F. H. CARR, who seconded the vote of thanks, said Professor Barger had omitted two important references. One was to Professor Barger's own researches on the chemistry and constituents of ergot. It was due to Professor Barger and Sir Henry Dale's work that they knew so much about the subject. Professor Barger had also omitted to refer to Burroughs Wellcome & Co. for their assistance in scientific investigations of this sort.

PROFESSOR BARGER, in reply, said it had been a unique occasion when the vote of thanks had been seconded by two scientific colleagues who had become personal friends. He was greatly indebted for the help given in the early stages of his career by the Wellcome Research Laboratories and Burroughs Wellcome & Co. He also acknowledged assistance given by the Society in granting him access to their library.

THE PRESIDENT then declared the meeting concluded.

### Branch Meetings

**Portsmouth.**—The tenth annual meeting of the Ports-mouth and District Branch was held on October 25. The vice-chairman (Mr. T. Hemming) presided over a good attendance. A report of the delegates to the London Conference was given by the delegates, Messrs. Egerton and Hemming. Mr. G. W. Darling (treasurer) presented the balance sheet, which showed a balance in hand. Mr. Darling was thanked for his services as treasurer. The report of the Sports and Entertainment Committee was given by the secretary (Mr. T. A. Johnson). A report of the activities of the Branch was given by Mr. F. H. Ruoff (general secretary). The following officers were appointed:—Chairman, Mr. T. Hemming; Vice-Chairman, Mr. W. L. B. Murray; Treasurer, Mr. G. W. Darling; Secretary, Mr. F. H. Ruoff; Auditors, Messrs. J. E. Eyres and J. W. Rhodes; General Committee, Messrs. J. Arkell, W. H. Bown, W. L. Egerton, sen., A. W. Goddard, H. A. Mecoy, A. V. Glanville, W. R. Atterbury, N. Francis, C. Fry, T. A. Johnson, E. D. Lewis, S. H. Sharpe, with the chairman, vice-chairman, treasurer and secretary *ex-officio*; Sports and Entertainment Committee, Messrs. Atterbury, W. E. Bown, Egerton, jun., Ruoff, Egerton, sen., Fry, R. G. Tremlett, Murray, Green, Twyman, Sharpe with T. A. Johnson as *Secretary*. Education Sub-committee, Messrs. Baker, Barlow, W. H. Bown, Egerton, sen., Darling, Murray and Ruoff; Meetings Sub-committee, Messrs. Hemming, Murray, Barton, W. H. Bown, Darling, Egerton, sen., and Ruoff. The following resolution was proposed by Mr. G. W. Darling and carried:—"That the Council of the Society be urged to send the names of the successful candidates of the examinations to the London Press."

**Torquay.**—The annual general meeting of the Torquay and District Branch was held on October 25, when the following officers were elected:—Chairman, Mr. F. March; Vice-Chairman, Mr. J. Smith; Secretary, Mr. T. D. Evans; Treasurer, Mr. E. Quant. The Committee was re-elected, Mr. Chaplin Bennett, the retiring chairman, being elected to fill the vacancy caused by Mr. March's election to the chair. Mr. Chaplin Bennett was congratulated on being chosen as Mayor of Totnes.

# Leicester College of Technology

A LARGE and successful meeting of the Leicester and Leicestershire Branch of the Pharmaceutical Society was held, in conjunction with the Department of Pharmacy at the Leicester College of Technology, on October 31, the occasion being the presentation of prizes to successful students of the past year. Mr. S. F. Burford (president of the local Branch) was chairman, and there were also present Colonel Bond, C.M.G., F.R.C.S. (who distributed the prizes), Mr. L. W. Kershaw, principal of the College, Mr. A. R. G. Chamings, head of the Department of Pharmacy, Mr. A. E. Young, Ph.C., and Mr. F. H. Clark (secretary of the local Branch).

THE CHAIRMAN, in opening the meeting, spoke of the ancient and honourable calling of pharmacy into which many of his audience had recently entered. He called upon Mr. Kershaw to present his report of the work of the Pharmacy Department during the session 1932-33.

MR. KERSHAW referred to the long association of the chairman with the Pharmacy Department since the first classes which were held in 1888. The year had been a successful one, both as to the number of students and successes, the most notable development being the initiation of the Leicester Royal Infirmary scheme, with which Colonel Bond was closely associated (as chairman of the chemical and drug committee of the Leicester Royal Infirmary), and the increasing interest which was being shown in various parts of the country in the Leicester apprenticeship scheme. He asked Mr. Chamings to give a detailed report of the work.

MR. CHAMINGS, after giving certain statistics, referred to Mr. Burford's remarks on the prospects in pharmacy, and suggested that an unduly pessimistic view seemed to prevail among pharmacists. Of the nine students who during the past two years had obtained the Pharmaceutical Chemists diploma, three were now in hospital posts, two in laboratories of wholesale houses, Miss Kay was a lecturer in the College, and two were in charge of their own businesses.

## Distribution of Prizes

THE CHAIRMAN called upon Colonel Bond to distribute the prizes as follows:—

Student Associate (with highest percentage of marks):—

Copy of the B.P. Codex from the P.S.G.B.	...	A. A. Coxon
Pharmaceutical Chemist Course	...	F. A. Hudson
Chemist and Druggist Course	...	{ W. E. Bell L. S. Hawkes
Inter. B. Pharm. Course	...	Miss M. Smith
Prelim. Sc. Course (Group A—Leicester Apprenticeship Scheme)	...	G. Dilley
Prelim. Sc. Course (Group B)	...	{ Miss Grudgings A. R. Parker
Extra Syllabus Courses (Leicester Apprenticeship Scheme):—		
First Year	...	R. Burgess
Second Year	...	Miss Beaver
Third Year	...	E. J. Fitchett

## Colonel Bond's Address

In the course of an interesting address Colonel Bond said: I think that the reason why you have asked me to be present is partly due to the fact that I was somewhat instrumental in bringing about the happy arrangement of the union between the Royal Infirmary and this school here. It was, perhaps, a little difficult to start, but it will grow and continue to be of mutual help to both institutions. I am very delighted to know that co-operation has begun, and I am sure that it will continue along the right lines.

I want to say a few words about the need for fuller co-operation between doctors and pharmacists. Perhaps you will remember the old definition of a doctor; he was a man who was engaged in the introduction of drugs, of which he knew little, into a body of which he knew less. But that, fortunately, is not true to-day. You are now

concerned, not only with the old fundamental drugs, but with serums and vaccines, with hormones and vitamins which require an increased knowledge of chemistry combined with pharmacy. By this I mean that your field of knowledge will demand all the endeavour, all the research and all the effort you are able to put into it. I was reading Professor Henry Armstrong's very interesting and humorous address delivered recently at the College of the Pharmaceutical Society. Professor Armstrong seems to think that the future of mankind depends on the kind of food that men and women eat. If so, the future work of the pharmacist is to be somewhat that of a grocer. I think it is a very good thing that the old products are being transformed; and although they may appear in another form, they are being vastly improved. These changes are probably all for the good, but they have certain dangers of their own, and it is useful for us to give some consideration to them. In fact there is a danger that the public may be led to put that implicit faith in the new hypnotics, purgatives and hormones which are now dangled before their eyes, as they did in the old drugs of fifty years ago; and it is important that people shall be educated and that the pharmacist shall have a complete knowledge of the tools with which he is working.

It is a good thing to ask ourselves, "Why is it that normal human beings are so dependent on drugs?" It may be due to faulty diet, and in that matter there are signs that we are acquiring sounder knowledge of methods of canning and preserving food. There are signs that there is increasing co-operation between doctors and pharmacists, and I will point out two or three things which indicate that tendency. First we have the encouraging fact that Professor Burn, a medical man of high standing, is now Dean of the College of the Pharmaceutical Society, in Bloomsbury Square, and secondly I would point to the fact that physiology and pharmacology are being suggested as subjects for your examination. Thirdly there is the more recent institution of a diploma in biochemical analysis—a strong indication of a more scientific attitude towards drugs and the harmonising of their use with a knowledge of the physiology of the human body. I would like to add one word in regard to the establishment of facilities for research in your institution of which Mr. Kershaw has spoken. Research, well organised, is the backbone of all knowledge in all professions. It is a check to flighty views. The more sound the research, the better it will be for you as a profession, and for that co-operation between doctors and pharmacists which I should like to see increased.

## Vote of Thanks

MR. A. E. YOUNG, in proposing a vote of thanks to Colonel Bond, spoke of his world-wide reputation, particularly as a eugenist, and of the great respect in which he was held in Leicester.

In seconding the vote of thanks MR. S. OLDHAM referred to Colonel Bond's remarks on co-operation between pharmacy and medicine, and remarked that if they became active eugenists, the probability was that it would be to their own financial loss, although undoubtedly to the general good.

MR. CHAMINGS asked for a special vote of thanks to be accorded to Mr. Burford for his excellent chairmanship.

THE PRESCRIBING OF NEW REMEDIES.—"Drug upon drug after trial on three guinea-pigs and the lab. boy is confidently recommended for our use; and we, poor fools that we are, afraid of falling behind the times, forgetting the solid training of our long early years, prescribe them recklessly for a week or two until the next traveller comes by bringing in new gay-coloured wares. Buried in the rubbish there lurks no doubt many a valuable compound; but who can stay to essay, who can take time to prove its worth?"—E. H. R. Altounyan, M.D., in "The Lancet."

# Photographic Dealers' Association

A CONFERENCE of branch delegates of the Photographic Dealers' Association was held on November 7 at the Holborn Restaurant, London, W.C.1. There were present forty-nine representatives of local branches, including members of the National Council, the chair being occupied by the president, Mr. W. Thompson.

The chairman presented a report on the Association's activities since the annual meeting held in May last. The P.D.A. had continued to work successfully with the manufacturers through the organisation of the Joint Council in the regulation of the number of dealing accounts, and special investigation work, film coding being also carried out in certain areas particularly troubled with irregularities in distribution. In continuing the P.D.A. scheme for regulating the D. and P. trade and in order to make this as comprehensive as possible negotiations had been reopened with the manufacturers and the Wholesale Photo Finishers' Association. There were 101 local branches.

## The Joint Council

The vice-president, Mr. D. Foster (Hove), in presenting a report on the work of the Joint Council of manufacturers and dealers stated that during the first nine months of the year there had been 794 additions to the Approved List and 239 deletions owing to businesses closed, little photographic interest, irregular trading, and so forth. The number of approved retailing points at September 30 totalled 19,779. Nearly 2,800 dealers' agents had been authorised for 1933. Mr. Foster also reported that special attention was being given to two cases where quantities of films are being obtained and re-sold to non-approved retailers, the expenditure being met by two manufacturers and the P.D.A., who had each agreed to subscribe a sum for this purpose. A discussion took place on the advisability of charging a registration fee for dealers' agents. Mr. R. H. Dennison (Newcastle-on-Tyne) proposed and Mr. H. W. Thomas (Glasgow) seconded:

That this Conference of Branch Delegates recommends to the Joint Council that an annual registration fee of 2s. 6d. be charged to the dealer for each dealer's agency appointed.

On being put to the meeting sixteen voted in favour and thirteen against; the motion was therefore carried. Mr. T. A. Durkin (Blackpool) referred to the two resolutions passed by the Bradford and District Branch which had been considered by the National Council the previous day (*C. & D.*, October 21, p. 492). Mr. E. Parkinson (Morecambe) proposed, Mr. B. L. Bradford (Eastbourne) seconded, and it was resolved, two voting to the contrary:

That where the decision of the Dealers' List Committee of the Joint Council in regard to an application for approved dealership is not in accordance with the wishes of the local branch the area representative should be communicated with and the matter dealt with through him to the best of his ability, a report being made by him to head office for submission to the Dealers' List Committee.

It was pointed out that photographic goods had been supplied to retailers desiring to be placed on the approved list before their application for approved dealership had been dealt with by the Joint Council. Mr. T. A. Durkin (Blackpool) accordingly proposed, Mr. E. Parkinson (Morecambe) seconded, and it was unanimously resolved:

That a protest be sent to the Joint Council to the effect that it would appear that certain manufacturers and wholesalers in some cases have taken premature action in anticipating the decision of the Dealers' List Committee in regard to an application for approved dealership.

## This Season's Trade—and the Future

Mr. Wallace Heaton opened the discussion on this subject. He stated that reports from different parts of the country showed that in spite of the exceptionally

good weather there had been a general decrease in sales of films and D. and P. during the past season. The reasons for this given by several delegates were: unpopularity of the 8-exposure spool; the high price of film; lack of national advertising and snapshot competitions. Mr. A. Hoare (Derby) proposed, Mr. T. A. Durkin (Blackpool) seconded, and it was unanimously resolved:

That a series of articles be prepared and local Branches advised that they are available for use in the local Press.

It was therefore resolved:

That in view of the present conditions of trade this Conference of Branch Delegates strongly urges that the retail price of ordinary films be lowered before next season.

Mr. H. W. Thomas (Glasgow) proposed and Mr. C. F. Allen (Northampton) seconded:

That ordinary film should be withdrawn, and chrome film available all the time.

Mr. R. Robinson (Cardiff) proposed and Mr. T. A. Durkin (Blackpool) seconded the following amendment:—That the words "at the price of ordinary film" be added to the proposition, which was then passed.

Mr. R. V. Atkins (Newcastle-on-Tyne) proposed and it was unanimously resolved:

That this Conference of Branch Delegates recommends the abolition of camera gift schemes.

Mr. Wallace Heaton proposed, Mr. J. Lancaster (Leeds) seconded, and it was agreed:

That the Federation of Photographic Societies should be approached with a view to effecting as soon as possible some liaison between the Federation and the P.D.A.

A discussion took place on ways of increasing sales of ciné films and apparatus, the following suggestions being made:—That a 25 ft. 16 mm. film be introduced retailing at 5s., the charge for processing to be additional. That facilities to dealers for hire of ciné films be improved. It was unanimously agreed:

That a meeting of the P.D.A. Ciné Committee be called as soon as possible to consider these suggestions and other methods of developing the amateur ciné trade.

## Maintenance of Conditions of Retail Sale

Mr. G. W. McIntosh said that during the past six months he has travelled about the country investigating irregular trading. He had formed the opinion that it was increasing, and quoted cases which he had come across. Although the manufacturers had co-operated up to a point, the results of coding had been disappointing. The manufacturers have made sacrifices, and he did not think it possible to get much further unless something was offered in return. Manufacturers' advertising creates an almost automatic demand for photographic goods, on which there is a high ratio of profit to the dealer, and there are many who are doing nothing to produce sales. The manufacturers cannot afford to spend more on publicity. Are the dealers prepared to spend anything? If every dealer were called on to join the P.D.A. and subscribe £2 per annum—10s. to go to the Association and 30s. to be spent on national advertising—no individual dealer would be much out of pocket, but there would be a tremendous amount of increased interest in photography and larger sales. In return dealers could ask the manufacturers to code every film that they send out. The need is urgent, for in many seaside towns 20 per cent. of the trade is going to irregular traders.

Mr. E. Skues (London) reported on the results of coding and mentioned three obstacles to its effectiveness:

(1) Some important dealers whose names had been sent forward for coding had not been supplied with coded films.

(2) The delay which inevitably occurs in tracing the source of supply by means of coding.

(3) The growing tendency of manufacturers to distribute through local depots.

These obstacles could be overcome if coding were effected in the process of manufacture. Irregular trading is linked up with other problems. Those dealers who are passing on films are getting a very unfair financial advantage from the weakness in the present system of regulation. The D. and P. question also is connected, because the price-cutters in many areas are the irregular film traders. To recompense those who are keeping enthusiastic about the trade and creating additional sales there should be a preferential discount, but that would be dangerous unless coding were in operation, for there would be greater temptation to split discounts. After discussion, Mr. H. W. Thomas (Glasgow) proposed, Mr. G. Nicholson (Isle of Wight) seconded, the following resolution, which was carried unanimously:—

That this Conference strongly urges that efficient coding of a popular size of film be instituted before next season, as being the only method to check illicit trading.

The chairman, Mr. D. Foster (Hove), spoke in support of the resolution forwarded by the Brighton, Hove and District Branch, which after slight amendment was seconded by Mr. T. A. Durkin (Blackpool) and carried by a majority of those present, as follows:—

That the distribution to retailers of films and photographic apparatus shall be through the manufacturers and wholesalers whose business is mainly photographic.

Mr. T. A. Durkin (Blackpool) proposed, Mr. H. W. Thomas (Glasgow) seconded, and it was agreed:—

That the recommendation from the Birmingham Branch that a fee of 2s. 6d. per annum should be charged to all Approved Dealers for registration be referred to the National Council.

The general secretary (Mr. E. J. Andrews) stated that the present Joint Council regulation in regard to seasonal premises has caused concern both to the P.D.A. and to the Dealers' List Committee of the Joint Council during the past season. There had been a number of cases this year in which dealers had opened kiosks—sometimes of fragile structure and in close proximity to the shops of established dealers—for which they had obtained practically automatic registration as branches of their business. Mr. T. A. Durkin (Blackpool) mentioned that in his town there are a number of chemists on the Approved List who have branch shops which they open for the summer and close during the winter. These branches are opened and registered as chemists' shops, but after a short period an unqualified man is put in charge. He would like to see the Joint Council regulation altered to cover such cases. The following resolution was proposed by Mr. Durkin, seconded by Mr. R. Robinson (Cardiff) and carried:—

That this Conference recommends that the Joint Council rules should be amended so that an application for the registration of a kiosk from an approved dealer should be dealt with not as a branch shop but in the same way as a new application.

#### D. and P. Prices

The general secretary spoke briefly on the present position and asked delegates to state whether or not D. and P. price-cutting had increased in their areas during the past year. Mr. G. P. C. Vallance (Mansfield) mentioned that he had ascertained the views of dealers in his vicinity, some of them in out-of-the-way spots, and all have said that they have found less price-cutting this year. Mr. A. Finnis Attwell (Bournemouth) stated that his own experience was similar. Mr. T. A. Durkin (Blackpool) was unable to agree with previous speakers. In the North price-cutting has been more prevalent than in previous years owing to trade depression. Mr. H. Mottershaw (Sheffield) pointed out that although Sheffield had suffered as badly as any city from depressed trade conditions there was no D. and P. price-cutting worth noticing. The following resolution proposed by Mr. H. W. Thomas (Glasgow) and seconded by Mr. G. P. C. Vallance (Mansfield) was carried unanimously:—

That this Conference recommends the adoption of the P.D.A. Recommended Scale for developing, printing and enlarging for 1934.

It was agreed that a recommendation from the Glasgow and West of Scotland Branch suggesting that consideration should be given to a reduced price for quantities of

prints or enlargements from one negative should be referred to the National Council.

Mr. F. J. Young (Leicester) reported on the progress made in the attempt to secure the maintenance of P.D.A. rates and to restrict D. and P. work to approved dealers. He referred to the difficulty in regulating to finishers supplies of raw material, since these are also manufactured by English firms outside the Federated Photographic Manufacturers and others on the Continent. The P.D.A. now proposed to differentiate between finishers who service approved dealers only and those who work for persons outside the photographic trade. The general secretary reported on two meetings held recently: the first between representatives of the P.D.A. and of the F.P.M.; the second, which in consequence of a wish expressed by the manufacturers that the P.D.A. should reopen negotiations with the Wholesale Photo Finishers' Association, was arranged between representatives of this Association and of the W.P.F.A. On this occasion it was agreed that the two Associations are united on questions such as prices, recommended discounts, disapproval of free gifts and coupons. The contentious point was the one on which the previous negotiations broke down: the claim of finishers that they should be allowed to continue to service their non-approved dealer customers. A form of provisional agreement to be entered into by the dealers and finishers in an area had been discussed at the meeting. Mr. H. W. Thomas (Glasgow) stated that the W.P.F.A. Branch in Glasgow was co-operating with the P.D.A. Branch in an agreement which is working satisfactorily. A Joint Council of Finishers and Dealers had been set up, to which lists of the existing non-approved dealer customers of finishers were submitted. The finishers are now only servicing those whose names were passed by this Joint Committee, and there is no price-cutting in Glasgow by W.P.F.A. members. Various speakers pointed out difficulties which they foresaw would arise in working such an agreement as that suggested, e.g., where a finisher had accounts in two areas, in one of which standard prices were not maintained by dealers, the lack of any means of preventing other finishers from coming into a town in which an agreement was operating and servicing non-approved dealers, but there was a general feeling that the offer of W.P.F.A. members to co-operate in such an agreement represented a measure of progress. It was agreed:—

That the W.P.F.A. should be informed that the proposed form of agreement was regarded as a step forward, and that it should be referred back to the National Council for their further consideration.

As the time fixed for terminating the Conference was already passed Mr. J. G. Chapman, on behalf of the Manchester Branch, withdrew their resolutions, suggesting that they be referred to the National Council. Mr. A. Finnis Attwell, representing the Bournemouth Branch, also agreed to withdraw their resolutions for the time being.

## Prescription Problem

OUR next problem is given below. Exact transcriptions of the prescription are invited on postcards only (one attempt), which should reach the Editor, THE CHEMIST

2. A Cuppase sugar or 3*oz*  
Ras. 3*oz*  
Sag Bucher ad grm  
3*lb*. w*per*?

AND DRUGGIST, 28 Essex Street, London, W.C.2, not later than the first post on Monday, November 27. Prizes will be awarded at the discretion of the Editor.

## Corner for Students

Conducted by Leonard Dobbin, Ph.D.

Communications should be addressed "Corner for Students, 'The Chemist and Druggist,' 28 Essex Street, London, W.C.2."

### Report on the October Analytical Exercise

The powder distributed to students on October 17 consisted of equal parts by weight of lead carbonate and diammonium hydrogen phosphate. The calculated composition of such a mixture is:—

Pb	...	...	...	...	38.8
NH <sub>4</sub>	...	...	...	...	13.7
H	...	...	...	...	0.4
CO <sub>3</sub>	...	...	...	...	11.2
PO <sub>4</sub>	...	...	...	...	35.9
					100.0

Samples of the powder were distributed to eleven students. Four reports were received for examination. The presence of lead was detected in each analysis. Ammonium was missed by one student, the radical of carbonic acid also by one, and that of phosphoric acid by two.

The exercise was of the character of those indicated by the Syllabus of the Preliminary Scientific Examination in Great Britain, containing as it did two basic and two inorganic acidic radicals. In arranging its composition, the intention was to illustrate, at the opening of the analytical tournament for the current session, two matters in connection with which beginners frequently fall into error or carry out needless manipulation. The first of these has to do with the elimination of lead at the proper stage. On account of the extreme insolubility in water and dilute acids of silver and mercurous chlorides, the virtually complete precipitation of these substances is an exceedingly simple matter. It is different with lead chloride, which is quite appreciably soluble in water—even in cold water—as well as in cold acid solutions. Accordingly the filtrate from Group I, when lead is present, inevitably contains some lead chloride in solution, and if this is not removed by precipitation as lead sulphide by means of hydrogen sulphide from a suitable solution, lead passes on in solution, and at a subsequent stage in the analysis is mistaken for some other metal—an experience that few beginners fail to meet and one that must be carefully guarded against. A solution suitable for treatment with hydrogen sulphide for the complete precipitation of lead must have a low concentration of free acid, and when it is quite cold the gas must be passed through it until it is completely saturated. On filtration, the filtrate should be free from lead.

The second matter that the exercise was designed to illustrate specially was the occurrence of a phosphate mixture from which the elimination of the phosphoric acid radical by the acetate method was not necessary. Beginners often erroneously suppose that such elimination is needed in all cases, whereas it only requires to be carried out when a precipitate containing the phosphoric acid radical is obtained on the addition of ammonium chloride and excess of ammonia as group reagents for the iron-group metals. In the present analysis, *after the lead had been entirely separated*, these group reagents did not produce a precipitate, and the acetate separation was therefore unnecessary. Had iron-group or barium-group metals, or magnesium been present, a precipitate containing phosphoric acid radical would have been produced, and this separation would then have been requisite. When a precipitate was actually obtained in this analysis, that was due to lead incompletely removed as sulphide.

### PRIZES

The First Prize for the best analysis has been awarded to:—

BERNARD MULROONEY, 117 Fitzwarren Street, Salford.

The Second Prize has been awarded to:—

E. J. LAX, 12 Windermere Road, Great Horton, Bradford.

*First Prize.*—Any scientific book that is published at a price not greatly exceeding fifteen shillings may be taken as a first prize.

*Second Prize.*—Any scientific book which is sold for about seven shillings and sixpence may be taken as a second prize.

The students to whom prizes are awarded are requested to write at once to the publisher, naming the book or books they select.

### MARKS AWARDED FOR ANALYSIS

B. Mulrooney (1st Prize)	86	711	...	...	...	66
E. J. Lax (2nd Prize)	...	69	Lancash	...	...	52

### TO CORRESPONDENTS

B. MULROONEY.—The reaction of the solution obtained by shaking the powder with distilled water had a distinctly alkaline character, whereas you report it as neutral. Perhaps the litmus paper you employed contained more than sufficient acid to render it distinctly red. The trace of chloride you detected must have been in the sodium bicarbonate you employed in preparing the solution to be tested, since a solution of the original powder in dilute nitric acid yielded no turbidity on the addition of silver nitrate. Your preliminary examination of the powder was not exhaustive.

E. J. LAX.—A bead of metallic lead should have been obtained on heating the powder on charcoal with sodium carbonate. The flame coloration that you attributed to potassium was really due to lead. You mention adding silver nitrate to a solution when testing for acidic radicals, but you omit to state how that solution was prepared. Since you got a reaction that appeared to be due to chloride, it seems possible that you added the silver nitrate to a solution (previously mentioned in your report) that you had obtained by treating the powder with hydrochloric acid. Note that most samples of manganese dioxide contain at least traces of chloride and yield chlorine on simply heating them with concentrated sulphuric acid. Failure to detect the phosphate accompanied the omission to apply any test that could have indicated its presence.

LANCASH.—Apparently you proceeded to the systematic testing for basic and acidic radicals without making an appropriate preliminary examination. After passing hydrogen sulphide at first through a hot solution, the latter should have been cooled, diluted with water, and then saturated, cold, with the gas. It was only by such treatment, followed by filtration, that the lead could have been almost completely eliminated as sulphide. The reaction that led you to report aluminium was no doubt due to some lead that had escaped precipitation at the proper stage owing to the solution having been too hot or having contained too much free acid, or both causes may have contributed. Read the general remarks relating to lead. Tests for various radicals were omitted, and the test for ammonium compounds must have been applied in a manner greatly wanting in delicacy.

711.—Your report that the filtrate from lead chloride did not yield a precipitate with hydrogen sulphide indicates that you have not mastered the requisite manipulation at this stage, since there must be some lead chloride in solution, and cooling, dilution with water, or partial neutralisation of too much free acid (or a combination of these) is necessary in order to ensure that precipitation as lead sulphide is not prevented. Elimination of the phosphoric acid radical by the acetate method was unnecessary in the present analysis. Regarding this, see the general remarks.

ROYAL COLLEGE OF PHYSICIANS OF LONDON.—Mme. de Navarro (Mary Anderson) has presented to the London Royal College of Physicians, through Sir St. Clair Thomson, a seventeenth-century antimony cup. Sir St. Clair mentioned at the presentation that he knew of only two others, one of which was already in the possession of the College. The second is probably the one at the Victoria and Albert Museum, described and illustrated in our Special Issue of June 25, 1927.

# Trade Report

Where possible scales of prices of chemicals are given for bulk down to small quantities. Prices recorded for crude drugs, essential and fixed oils and coal tar products are for fair sized wholesale quantities. Qualities of chemicals, drugs, essential and fixed oils, etc., vary, and selected brands or grades would be at higher values

## 28 Essex Street, W.C.2, November 16

It seems that the markets are not to be allowed to settle down to a steady basis, which is an essential factor to an expansion of genuine business. The wide movements and present uncertainty as to the future exchange value of the American dollar have not only upset business in sales to, and purchases from, that country, but have created a state of nervousness regarding the future of other currencies, particularly those which are at present on the gold standard. In practically all quarters there is a forced disinclination to enter into much serious business, particularly in the shipment markets. It remains to be seen whether the objects of raising prices and increasing exports in America by the manipulation of the dollar will be effected, but if the present disturbed state of international currencies which it has already brought about and which is definitely restricting business is any guide, we rather fear the move will result in failure. Supply and demand has been proved to be a much stronger weapon affecting commodity value than cheap and erratic money: it is difficult to see how prices can permanently be raised until the demand improves, and the latter can only be achieved if international exchanges become more or less static. All dollar quotations and shipment prices for American commodities are nominal. Business in pharmaceuticals has progressed on recent moderate lines and prices are showing but small change. Bismuth salts are at the advance reported last week. Continental makers of caffeine and theobromine have now added a substantial charge for the packages, most of which were free in the past. Conditions in the crude drugs markets are by no means bright, with some products in a bad way. Some materials, however, are meeting with good business at steady prices. Chamomiles are very scarce, firm and dear. Zanzibar cloves have got away from recent cheap prices. Henna leaves are dear, with supplies short. Opium is firm and dearer, with the Turkish Government making purchases at higher prices. Menthol has slumped again. Tragacanth is selling well at full prices and stocks are unusually low. American drugs and botanicals are all irregular and nominal forward. The essential oils markets have a few bright features and some that are the reverse. Brazilian bois de rose is dearer and firmer on spot, and petitgrain is short and firm at higher prices. Java citronella is in a bad way. Californian lemon and orange have been selling well, with prices now very cheap in cents. Japanese peppermint has slumped to very low prices, but there is still no belief in the market.

A drug auction will be held on Thursday, November 23.

## Exchange Rates on London

The following is a list of the chief Continental and other exchange rates at the opening on Thursday morning:—

Centre	Quoted	Par	November 16	Value of the £
Amsterdam ...	Fl. to £	12·107	8·02	13/3
Berlin ...	Mks. to £	20·43	13·55½	13/3½
Brussels ...	Belgas to £	35	23·17½	13/3
Copenhagen ...	Kr. to £	18·159	22·40	24/8
Lisbon ...	Esc. to £	110	106	10/3½
Madrid ...	Ptas to £	25·22½	39½	31/8
Milan ...	Lire to £	92·46	61½	13/3½
Montreal ...	Dol. to £	4·86½	5·32	21/10½
New York ...	Dol. to £	nominal	5·40	22/2½
Oslo ...	Kr. to £	18·159	19·90	21/11
Paris ...	Fr. to £	124·21	82½	13/3½
Prague ...	Kr. to £	164·25	108	13/3½
Stockholm ...	Kr. to £	18·159	19·39½	21/4½
Warsaw ...	Zloty to £	43·38	28½	13/2½
Zurich ...	Fr. to £	25·22½	16·60	13/3

Bank rate 2 per cent.

## Pharmaceutical Chemicals, etc.

A MODERATE home trade business is reported with the general tone steady. Ex clove oil vanillin has been reduced to the same prices as for guaiacol. British-made hexamine is having to meet keen prices from the Continent. Bismuth salts are at the advances recorded last week.

ACETANILID is in limited demand in small parcels, market steady: B.P. crystals and powder, 1s. 5½d. to 1s. 8d. per lb., as to quantity.

AMIDOPYRIN.—Dealers' spot prices are being maintained; forward quotations according to exchange: spot, crystals, two cwt., 19s. 9d.; less than two cwt., 20s. 9d. per lb., with powder 2½d. per lb. extra.

ASPIRIN continues in very fair demand with makers' and dealers' quoted prices unchanged: home trade, ten cwt., 2s. 9d.; five cwt., 2s. 10d.; one cwt., 2s. 10½d.; 28 lb., 2s. 11d.; 14 lb., 3s.; 7 lb., 3s. 2d. per lb. Export to Colonies and British Possessions, ten cwt., 2s. 9d.; five cwt., 2s. 10d.; one cwt., 2s. 10½d. per lb., f.o.b.; less than one cwt., 2s. 11d. per lb., ex works.

BARBITONE.—Some occasional spot business; forward dull on account of exchange movements: spot, one cwt., 13s. 2d.; 56 lb., 13s. 6d.; 14 lb., 13s. 9d.; small parcels, up to 14s. 3d. per lb.

BENZONAPHTHOL.—The spot price is about steady at 3s. 2d. to 3s. 4d. per lb., as to quantity. Market quiet.

BENZOIC ACID (B.P.)—A fair business passing, market steady: quantities, ex works, 1s. 9½d.; spot parcels, 1s. 10d. to 2s. 2d. per lb., ex store, as to quantity.

BISMUTH SALTS.—We advised the advances that took place last week. The current scales of prices are as follows:—

	Under 8 lbs.	8 lbs. and under 28 lbs.	28 lbs. and under 1 cwt.	x cwt.
Carbonate ...	... ...	per lb.	per lb.	per lb.
Nitrate Cryst. ...	... ...	9/8	8/5	7/11
Citrate ...	... ...	7/4	6/1	5/7
Oxide ...	... ...	12/3	11/-	10/6
Oxychloride ...	... ...	14/-	12/9	12/3
Salicylate 64%	... ...	13/8	12/5	11/11
Subgalate ...	... ...	10/7	9/4	8/10
Subnitrate ...	... ...	10/2	8/11	8/5
		8/9	7/6	8/2
			7/-	6/9

A rebate of 3d. per lb. allowed on sales of not less than 2 cwt. (either for prompt delivery or on contract) provided it is completed or paid for within three months. Liquor bismuth B.P., one w-qt., 1s. 1½d.; 6 w-qs., 11d.; 12 w-qs., 9d.; 36 w-qs., 9d. per lb. Previous price alterations, September 1, 1933.

BROMIDES.—A moderate inquiry being received with prices holding at former figures: ammonium, not less than five cwt., 1s. 9d.; one cwt., 1s. 10d.; 28 lb., 2s. 1d.; smaller quantities, 2s. 5d. per lb.; potassium B.P. crystals and granular, not less than five cwt., 1s. 6d.; one cwt., 1s. 7d.; 28 lb., 1s. 10d.; smaller quantities, 2s. 2d.; per lb.; sodium B.P., not less than five cwt., 1s. 8d.; one cwt., 1s. 9d.; 28 lb., 2s.; smaller quantities, 2s. 4d. per lb., without engagement. Special prices for larger quantities.

BUTYL CHLORAL HYDRATE.—The scale of prices is unchanged, market quiet: spot, 14 lb., 8s.; 7 lb., 8s. 3d.; 1 lb., 8s. 6d. per lb., in 1-lb. bottles.

CAFFEINE.—Prices for Continental material continue to be quoted steadily in sterling, ex store, London, as follows: pure, 250 lb., 6s. 6½d.; 100 lb., 6s. 8½d.; 50 lb., 6s. 11d.; less than 50 lb., 7s. 1d. per lb. Citrate, 250 lb., 5s. 5d.; 100 lb., 5s. 5½d.; 50 lb., 5s. 7d.; less than 50 lb., 5s. 8½d. per lb. The former scale of prices f.o.b. is unchanged. We are advised that packages of all sizes will be charged for in future.

CALCIUM LACTATE.—A steady demand is reported with the market competitive for quantities: spot, one cwt., 1s. 0½d.; 56 lb., 1s. 1½d.; 28 lb., 1s. 2½d.; smaller quantities, up to 1s. 6d. per lb.

CHLORAL HYDRATE.—Makers' home trade prices are as follows: duty-paid crystals, in 14-lb. free containers, five cwt., 3s. 6d.; one cwt., 3s. 7d.; 50 lb., 3s. 8d.; 28 lb., 3s. 9d.; 14 lb., 3s. 10d. per lb.; 28 lb. jars one penny per lb. extra.

CHLOROFORM.—Home trade prices quoted by makers are as follows: in drums, 2s. 3d. to 2s. 6d.; winchesters, 2s. 3½d. to 2s. 6½d.; 2-lb. bottles, 2s. 4½d. to 2s. 7½d.; 1-lb. bottles, 2s. 5½d. to 2s. 8½d.; 8-oz. bottles, 2s. 6½d. to 2s. 9½d.; 4-oz. bottles, 2s. 8½d. to 2s. 11d.; for ten cwt. down to 50 lb. lots; carriage paid on minimum cwt. lots.

CITRIC ACID (B.P. CRYSTALS).—British makers' quoted price for home trade is steady at 9½d. per lb., less 5 per cent. dis-

count, nominal and without engagement. Dealers are offering at competitive prices.

**COCAIN.**—British makers' prices for home trade are as follows: hydrochloride, 2s. oz., 20s. 11d.; 16 oz., 21s. 7d.; and less, 22s. 3d. per oz.; pure, 25 oz., 22s. 1d.; 16 oz., 23s. 8d.; less than 16 oz., 24s. 4d. per oz.; 1-oz. tins, 2½d. per oz. extra. Export prices vary as to destination.

**CREAM OF TARTAR.**—The home trade quotation for 99 to 100 per cent. material from makers is steady at 8s. per cwt., less 2½ per cent. discount, nominal and without engagement. Dealers are quoting at competitive prices.

**CREOSOTE (B.P.).**—Dealers are offering bulk quantities in 25-kilo. demijohns at 1s. 9d. per lb.; smaller parcels, up to 2s. 2d. per lb.

**GUAIACOL CARBONATE.**—Controlled prices from the Continent are holding at the recent advance, but there are cheaper spot sellers: two cwt., 9s. 10d.; one cwt., 10s. 0d.; less than one cwt., 10s. 2d.; per lb., ex wharf, duty paid.

**HEXAMINE.**—Home makers' scale of prices is nominal at the moment; Continental competition: ten cwt., 1s. 9d.; five cwt., 1s. 9d.; two cwt., 1s. 10d.; one cwt., 1s. 10d.; 56 lb., 1s. 11d.; 28 lb., 1s. 11½d.; 14 lb., 2s.; 7 lb., 2s. 0d. per lb. British rough powder is quoted from 1s. 5d. to 1s. 6d. per lb., as to quantity.

**HYDROQUINONE.**—There is no change in the home trade price: ten cwt., 5s. 7½d.; five cwt., 5s. 8½d.; two cwt., 5s. 9d.; one cwt., 5s. 9½d.; 50 lb., 5s. 10d.; 28 lb., 6s.; 14 lb., 6s. 2d.; 7 lb., 6s. 6d. per lb., carriage paid.

**LACTIC ACID (B.P.).**—Some moderate inquiry on a keen market: quantities in carboys, 1s. 4d. to 1s. 5d.; in winchesters and bottles, 1s. 7d. to 1s. 10d. per lb., as to quantity.

**METHYL SALICYLATE (B.P.).**—Business is quiet, market quoted unchanged, but rather easy: one ton or over, 1s. 4d.; ten cwt., 1s. 5d.; five cwt., 1s. 5d.; one cwt., 1s. 6d.; less than one cwt., 1s. 6d.; small quantities in bottles, up to 2s. per lb.

**METHYL SULPHONAL.**—Continental prices continue at the recent reduction, with buyers given the option of purchasing on the basis of gold in French francs or Swiss francs. Based on gold the scale is as follows: two cwt., 12s. 5½d.; one cwt., 12s. 10d.; 56 lb., 13s. 3½d.; less than 56 lb., 13s. 8½d. per lb., ex warehouse, duty paid. Converted into sterling on a French franc exchange of 81 they work out as follows: two cwt., 10s. 1d.; one cwt., 10s. 8½d.; 56 lb., 20s. 4½d.; less than 56 lb., 21s. 2d.

**PARAFORMALDEHYDE.**—A fair business is being done with prices maintained: 100 per cent. powder, quantities in kegs., 1s. 2d., smaller parcels up to 1s. 6d. per lb.

**PHENACETIN.**—Price-cutting on spot is not so much in evidence, business on a small scale only: crystals, ten cwt., 4s. 1d.; five cwt., 4s. 3d.; two cwt., 4s. 4d.; 56 lb., 4s. 6d.; less than 56 lb., 4s. 9d. per lb., carriage paid on minimum cwt. lots. No falling clause on contracts over twelve months.

**PHENAZONE.**—There are some spot offers at under the following figures: business slow: crystals, ten cwt., 10s. 6d.; five cwt., 10s. 9d.; two cwt., 11s. 1d.; and less, up to 11s. 6d. per lb., with powder 2d. per lb. extra.

**PHENOLPHTHALEIN.**—Some occasional business with home makers' prices holding: two cwt., 4s. 7d.; one cwt., 4s. 8d.; 28 lb., 4s. 11d.; 14 lb., 5s. 2d.; 7 lb., 5s. 5d.; smaller parcels, up to 5s. 8d. per lb.

**PHENYL ETHYL BARBITURIC.**—Cheap offers are the feature of this market; spot parcels from 30s. to 31s. per lb., and less for bulk quantities.

**POTASSIUM PERMANGANATE (B.P.).**—Dealers are doing a steady business in limited quantities: one-cwt drums, 9d. to 9½d.; druggists' parcels, 9½d. up to 10½d. per lb., as to quantity.

**POTASSIUM SULPHOGUAIACOLATE.**—Spot material might be obtained at less than the current Continental quotation, as follows: two cwt., 6s. 4½d.; one cwt., 6s. 6½d. per lb., ex wharf, duty paid.

**QUININE SALTS.**—Convention prices are unchanged, but are liable to fluctuation with exchange rates: sulphate, 2s.; bisulphate, 2s.; ethyl carbonate, 2s. 7½d.; salicylate, 2s. 8d.; phosphate, 3s.; hydrochloride, 2s. 6½d.; bihydrochloride, 2s. 9½d.; hydrobromide, 2s. 6½d.; bihydrobromide, 2s. 9½d.; valerianate, 3s. 1½d.; hypophosphite, 3s. 4½d.; alkaloid, 2s. 9½d. per oz., carriage paid on bulk quantities.

**RESORCIN.**—British-made is quoted as follows: crystals, one cwt., 4s. 11d.; 56 lb., 5s.; 28 lb., 5s. 1d.; 14 lb., 5s. 3d.; 7 lb., 5s. 6d.; less than 7 lb., 6s. per lb.

**SACCHARIN.**—The Convention price for 550 is 37s. 6d. per lb., duty paid, with rebates for quantities.

**SALICYLIC ACID (B.P.).**—Makers' prices are quoted unchanged, business slow: one ton, 1s. 7d.; ten cwt., 1s. 7½d.; five cwt., 1s. 8d.; one cwt., 1s. 8½d.; 28 lb., 1s. 9d.; 14 lb., 1s. 10d.; 7 lb., 2s. per lb.

**SALOL.**—Business is slow, but the market is about steady at current figures: spot, crystals, two cwt., 3s. 10d.; one cwt., 3s. 11½d.; 56 lb., 4s.; smaller parcels, 4s. 1d. per lb.; powder 2d. per lb. extra.

SANTONIN.—There is still no news of any development in the Convention dollar scale of prices. Meanwhile cheap offers, mostly from the Continent, fail to attract any serious business.

**SODIUM BENZOATE (B.P.).**—Prices are slightly cheaper, business fair, market steady: 1932 B.P. quality, in bulk quantities, from 1s. 6d.; cwt. lots, 1s. 7d.; smaller parcels, up to 1s. 10d. per lb.

**SODIUM DIETHYLBARBITURATE.**—Market is steady with average business passing: spot, one cwt., 13s.; 56 lb., 13s. 3d.; 28 lb., 13s. 6d.; 14 lb., 13s. 9d.; 7 lb., 14s.; smaller parcels, up to 1s. 15s. per lb.

**SODIUM SALICYLATE (B.P.).**—Business is still rather slow with makers' and dealers' quotations unchanged and easy: home trade, powder, two tons, 2s.; one ton, 2s. 0½d.; ten cwt., 2s. 1d.; five cwt., 2s. 2d.; one cwt., 2s. 3d.; 28 lb., 2s. 4d.; 14 lb., 2s. 6d.; 7 lb., 2s. 7d.; 1 lb., 2s. 8d. per lb., with crystals one penny per lb. extra.

**SULPHONAL.**—Continental prices continue at the recently reduced figures and put on a gold basis, with buyers given the option of purchasing in French francs or Swiss francs. Based on gold the scale is as follows: crystals, two cwt., 10s.; one cwt., 10s. 5d.; 56 lb., 10s. 7d.; less than 56 lb., 11s. 1d. per lb.; powder, 1½d. gold per lb., extra, ex warehouse, duty paid. Converted into sterling on a French franc exchange of 81 they work out as follows: crystals, two cwt., 15s. 3d.; one cwt., 15s. 11½d.; 56 lb., 16s. 2d.; less than 56 lb., 16s. 11½d. per lb.; powder, 2 cwt., 15s. 6d.; one cwt., 16s. 1½d.; 56 lb., 16s. 4d.; less than 56 lb., 17s. 2d. per lb.

**TARTARIC ACID (B.P. CRYSTALS).**—British makers' quoted price for home trade is very steady at 1s. 0d. per lb., less 5 per cent. discount, nominal and without engagement. Dealers' prices are about level.

**THEOPROMINE.**—Prices for Continental material continue to be quoted in sterling, ex store, London, as follows: pure, 250 lb., 6s. 6d.; 100 lb., 6s. 8½d.; 50 lb., 6s. 11d.; less than 50 lb., 7s. 1d. per lb. Sodium salicylate, 250 lb., 6s. 4½d.; 100 lb., 6s. 5½d.; 50 lb., 6s. 6½d.; less than 50 lb., 6s. 7½d. per lb. The former scale of prices f.o.b. is unchanged. We are advised that packages of all sizes will be charged for in future.

**THYMOL.**—Prices for synthetic are easier, business quiet: synthetic, fine white, one cwt., 5s.; 56 lb., 5s. 1d.; 28 lb., 5s. 3d.; 14 lb., 5s. 6d. per lb.; ex ajowan seed, one cwt., 7s. 3d.; 56 lb., 7s. 4½d.; 28 lb., 7s. 6d.; 14 lb., 7s. 9d. per lb.

**VANILLIN.**—A limited business is being done and quoted prices are fairly well maintained: 100 per cent., one ton, 14s. 3d.; ten cwt., 14s. 6d.; five cwt., 14s. 9d.; three cwt., 15s.; one cwt., 15s. 3d.; 56 lb., 15s. 6d.; 28 lb., 15s. 9d.; 14 lb., 16s.; less, 16s. 3d. per lb. The scale of prices for ex clove oil has been reduced to that quoted for guaiacol.

#### Crude Drugs, etc.

**AGAR.**—This market is steady, particularly forward; business restricted: spot, Kobe No. 1, 1s. 11d.; No. 2, 1s. 9d.; Yokohama No. 1, 1s. 9d. per lb.; shipment, Kobe No. 1, 1s. 8d.; No. 2, 1s. 6d.; Yokohama No. 1, 1s. 6d. per lb., c.i.f.

**ALKANET ROOT.**—Dealers are offering spot root at about 4s. 6d. per cwt.

**ARNICA FLOWERS.**—Some spot supplies of Montana flowers are available at about 10½d. per lb.

**BALSAMS.**—Business is quiet on spot. *Tolu*, 2s. 8d.; Canada, 2s. 6d. to 2s. 7d. per lb.

**BELLADONNA.**—Some occasional inquiry for small quantities. Quoted at about 52s. 6d. per cwt., c.i.f., for good test root.

**BISMUTH.**—The metal continues at the advance recorded last week at 5s. 6d. per lb.

**BUCHU.**—The usual spot business of a few bales is recorded at former prices. Good green rounds, about 11d.; yellowish to fair, 8½d. to 9½d.; ovals, 7d. to 7½d. per lb., as to quality.

**CASCARA SAGRADA.**—Some limited business in small spot orders is recorded, with the price for this year's peel about 37s. 6d. per cwt. Shipment, in bulk, 29s. per cwt., c.i.f.

**CHAMOMILES.**—There is a sustained inquiry on spot and the market is very firm, with good white flowers up to 27s. and seconds at 25s. per cwt. Practically nothing offering for shipment.

**CLOVES.**—The market shows a fair recovery and is now steady with more interest shown. Zanzibar, spot, 5½d.; shipment, November-December, 5d.; January-March, 5d. per lb., c.i.f.

The landings of Zanzibar in London during the week ended November 4 were 325 and the deliveries 148, leaving a stock of 2,871. From January 1 to date, landings of Zanzibar have been 5,951 and the deliveries 4,670. Landings of Madagascar for the week ended November 4 were nil, and the deliveries nil, leaving a stock of 1,000. Landings of Madagascar this year date have been 58 and the deliveries 214.

**COCONUT (DESICCATED).**—Market has been quiet and is quoted slightly cheaper. Spot, fine, 16s. 3d.; medium, 16s. per cwt.; shipment, halves, November-December, 15s. per cwt., c.i.f.

**COD-LIVER OIL.**—Exports of Norwegian oil this season to October 30 totalled 84,808 barrels, compared with 90,097 barrels at the same date in 1932 and 72,219 barrels in 1931. Finest Lofoten steam refined non-freezing medicinal oil, shipment, about 10s. per barrel, c.i.f.; small spot parcels, 14os. per barrel, ex store, duty paid. Newfoundland finest non-freezing medicinal oil, 132s. 6d. per barrel, ex store. British oil, non-freezing, finest medicinal quality, is being quoted by the makers at 125s. per barrel, c.i.f. London.

**COLCHICUM.**—Dealers are offering root in the region of 47s. 6d. per cwt. and leaves at about 1s. 8d. per lb., spot.

**DANDELION ROOT.**—We are advised that supplies are limited and that forward prices are now firm.

**DIGITALIS LEAVES.**—Some limited inquiry for goods to arrive, which are quoted at about 67s. 6d. per cwt., c.i.f.

**ERGOT.**—This market is fully steady as quoted and supplies are limited. Spanish, 1s. 7½d. per lb., c.i.f. Portuguese, 1s. 6d. c.i.f., and 1s. 8½d. per lb., spot, duty paid. Russian, about 1s. 2d. per lb., c.i.f., for new crop to come forward.

**GENTIAN.**—Some spot supplies of French root are offering at about 55s. per cwt.

**HENNA LEAVES.**—There is a definite shortage of spot goods, with prices firm at 33s. to 35s. per cwt., as to colour.

**HONEY.**—Business has not livened up this week, orders being of little importance. Spot holders' prices are being steadily maintained. Jamaican, pale amber, 54s. 6d.; dark amber, liquid, 44s.; dark liquid manufacturing, 42s. per cwt.

**HYDRASTIS.**—Due to the fall in the dollar exchange the market is easier on spot at about 4s. 6d. per lb.; shipment is nominal in the region of 4s. per lb., c.i.f.

**IPECACUANHA.**—One or two small lots have been cleared, with Matto Grosso on spot quoted at about 4s. 4½d. to 4s. 6d. per lb., as to quantity.

**LOBELIA HERB.**—Spot supplies are limited and quoted steadily in the region of 2s. per lb.

**Lycopodium.**—Dealers are quoting case lots on spot at about 2s. 9d. per kilo.

**MENTHOL.**—Conditions in this market have taken a decided turn for the worse. At current low figures there is very little business moving, with a lack of confidence in the position. K/S brands, spot, 1os. 6d. per lb., and less for bulk quantities; shipment, October-December, 7s. 6d.; January-March, 7s. 6d. per lb., c.i.f.

**MERCURY.**—This market continues steady, with an average business being done on spot, with prices from £9 12s. 6d. to £9 17s. 6d. per bottle, ex store. Shipment is nominal owing to the wide movement of the dollar, with quotations moving accordingly.

**OPIUM.**—It is reported that the Turkish Government are buying up quantities at the source at prices higher than those formerly ruling and equivalent to fully 11½d. per unit. The spot market is firm and fully 1s. 1d. and upwards, and shipment is nominal owing to the restrictions referred to last week.

**PEPPER.**—The market is steady at fractionally better prices, while business is restricted. Lampung, spot, 4½d.; shipment, November-December, 3½d.; January-March, 3½d. per lb., c.i.f. Tellicherry, spot, 5½d.; shipment, January-March, 3os. 6d. per cwt. Alleppey, spot, 5½d.; shipment, January-March, 37s. 6d. per cwt., c.i.f. White Muntok, spot, 6½d.; shipment, November-December, 5½d.; January-March, 5½d. per lb., c.i.f.

**PIMENTO.**—Business is limited, with spot quoted at 2½d. per lb.; shipment, November-December, 24s. 6d. per cwt.

**POPPY HEADS.**—Some supplies on spot of large heads are available at 85s. a thousand; crushed heads, 35s. per cwt. Red poppy flowers are quoted on spot at 1s. 2d. per lb.

**RED ROSE PETALS.**—Dealers are offering spot supplies at about 2s. per lb.

**RHUBARB.**—Some few small orders are reported, but generally stocks are moving only slowly, with prices for all grades about unchanged.

**RUBBER.**—Values show a further advance on the week, and business has been moving on a good scale. Standard ribbed smoked sheet, spot, 4½d.; December, 4½d.; January, 4½d.; February, 4½d.; March, 4½d.; April-June, 4½d.; July-September, 4½d.; October-December, 4½d. per lb.

**SAFFRON.**—Dealers' prices for spot material are rather easier this week; business fair; spot, prime B.P., 57s. 6d.; extra B.P., 54s. 3d.; super B.P., 51s. 6d. per lb., and slightly less for bulk quantities.

**SARSAPARILLA.**—There has been a very fair inquiry this week, and the market is steady; spot, native mixed colours, 1s. 1d. to 1s. 2d.; grey Jamaican, 1s. 9d. per lb., as to quantity.

**SEEDS.**—**ANISE.**—Spot, Spanish, 57s. 6d.; Turkish, 40s.; Bulgarian, 42s. 6d., duty paid. **CORIANDER.**—Morocco 1933 crop on spot, selling at 14s. 6d. in bond and 16s. 6d., duty paid. Wormy offering at 14s. 6d. **CUMIN.**—No Malta on spot; Morocco quoted at 49s. 6d., duty paid, spot. **CARAWAY.**—Dutch now selling at 53s., duty paid. **FENUGREEK.**—Spot Morocco sold at 13s. Shipment now quoted at 10s. 6d., c.i.f. **LINSEED.**—Market unchanged. Mazagan, 24s.; Morocco, 21s. **MUSTARD.**—English, 21s. 6d. to 33s., according to quality.

**SENEGA.**—The dollar continues to upset this market, with spot now at about 1s. 7½d. per lb., and shipment nominal in the region of 1s. 5d. per lb., c.i.f.

**SENNA.**—Conditions in this market show little change on the week. The tone is very steady in Tinnevelly leaves, which have been selling in modest quantities at about the prices mentioned last week. Alexandrian pods have been called for now and again in the good medium hand-picked and better manufacturing qualities.

**SQUILL.**—Market is fully steady, with good white on spot at about 34s. per cwt.

**STRAMONIUM LEAVES.**—We are advised that shippers have very small stocks on hand.

**TRAGACANTH.**—There has been a sustained demand for the lower grades this week, and prices are well maintained. The best whites are very short and some inquiry for medium whites is being dealt with. The general tone continues very steady. Returns for October 31 were as follows: landed, 461 packages; delivered out of warehouse, 939 packages, leaving a stock of 5,730 packages. Stocks at the same date in 1932 were 12,800 packages, in 1931 11,484 packages, in 1930 12,182 packages and in 1929 10,710 packages. For the period January-October, 1933, landings totalled 5,367 packages and deliveries out of warehouse 11,540 packages.

**TUBA ROOT.**—There has been a very fair demand on spot, with good test root quoted at 8½d. per lb.

**VALERIAN ROOT.**—New crop root, to arrive, is now being offered at about 55s. per cwt.

**WAX (VARIOUS).**—A fair business of rather smaller volume is reported this week, with prices generally keeping quite steady. **CARNAUBA.** fatty grey and chalky grey, 73s. 6d., duty paid, and 67s. 6d. in bond. Shipment offers are restricted, with November-December at 62s. 6d., c.i.f., and December-January at 62s., c.i.f. **Primeira**, 160s., duty paid, and 145s. in bond, with some business passing. **Mediana**, 140s. in bond and 132s., c.i.f., with supplies short. **Bers'**—**Dar-es-Salaam**, 95s., ex store, and 88s., c.i.f. **Abyssinian**, 93s., spot; 82s., c.i.f. **Calcutta**, 115s., spot, and 102s. 6d. per cwt., c.i.f. **Benguella**, 93s., duty paid, and 83s. per cwt. c.i.f.

#### Essential Oils, etc.

SOME markets have become irregular on spot and the shipment position nominal owing to the wide movements in the dollar exchange. In other directions the tone is keeping steady, with business rather less than of recent times. Brazilian bois de rose and petitgrain are dearer and firm. Californian lemon and orange have been selling well. Java citronella is again easier. Spearmint and wormseed are weak on the dollar. Japanese peppermint has slumped badly with the market flat.

**ALMOND.**—Some occasional small spot business. English, cwt. lots, 2s. 6d.; smaller parcels, up to 2s. 8d. per lb. Foreign, cwt. lots, 2s. 4d.; smaller parcels, up to 2s. 7d. per lb.

**ANISE (STAR).**—Some occasional business, with the spot and forward market steady: spot, "Red Ship," in leads, 1s. 10½d.; in tins, 1s. 8½d.; in drums, 1s. 7½d.; shipment, in leads, 1s. 8½d.; in tins, 1s. 6½d.; in drums, 1s. 6½d. per lb., c.i.f.

**BAY.**—Market has been dull. Spot is quoted from 6s. 3d. to 7s. 2d. per lb., as to percentage.

**BERGAMOT.**—The shipment market is rather cheaper this week and is now steady at about 6s. 3d. to 6s. 6d. per lb., c.i.f., for genuine oil. Spot supplies of old oil are offering in the region of 6s. 6d. per lb., as to brand and quantity.

**Bois de Rose.**—The spot market dealing in Brazilian continues very firm and the limited supplies available are well held for at least 4s. 10½d., and some holders are wanting more. There seems to be nothing offered forward.

**CASSIA.**—Market is fully steady on spot and there seems to be but little material available. Spot, in leads, 3s. 8d.; shipment, in drums, 3s.; in leads, 3s. 1d. per lb., c.i.f.

**CEDARWOOD.**—The American oil is nominal forward on account of exchange fluctuations. Spot, in drums, 1s. 6½d. to 1s. 7d. per lb. Colonial, in drums, 1s. 5½d.; in tins, 1s. 7½d. per lb. Business has been slow.

**CINNAMON LEAF.**—A little inquiry is being received, market steady. Ceylon, 2s. 8½d. to 3s. per lb., as to quantity.

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**CITRONELLA.**—The Ceylon oil is about steady, but the demand is still disappointing. Spot, in small parcels, about 1s. 10d. to 1s. 10½d.; shipment, about 1s. 6d. per lb., c.i.f. Java is very quiet and forward prices are again easier. Spot, in small lots, about 2s. 1d.; shipment, about 1s. 6½d. per lb., c.i.f., and less for bulk quantities.

**CLOVE.**—Inquiry is not of much account. Madagascar, spot, 3s. 4d. to 3s. 5d.; shipment, about 2s. 9d. per lb., c.i.f.

**EUCALYPTUS.**—This market is fully steady and business is satisfactory. Australian, 70 to 75 per cent., 11½d. to 1s. 0½d.; 80 to 85 per cent., 1s. 0½d. to 1s. 1½d. per lb., as to quantity. Spanish, 70 to 75 per cent., 1s. 2d. per lb.

**GERANIUM.**—Bourbon is very steady forward, but there seems to be very little inquiry. On current exchange it works out about 21s. 9d. per lb., c.i.f.; some spot offers may be well under this figure. Algerian continues firm at high figures, in the region of 24s. 9d. per lb.

**LAVENDER.**—Prices coming to hand for French 38 to 40 per cent. genuine oil are still in the region of 13s. to 14s. per lb., landed, but there is very little interest shown. Sales at origin, however, are reported to have been very satisfactory this season.

**LEMON.**—The shipment market for Sicilian hand-pressed new crop is keeping very steady from 4s. 1d. to 4s. 2d. per lb., c.i.f., with old oil a point cheaper. So far there has been only a very modest inquiry by consumers. Machine-made, new crop, is offered for shipment at about 3s. 5d. to 3s. 6d. per lb., c.i.f. Californian, spot, in large drums, 48 cents; in small drums, 49 cents per lb., with a substantial business being done.

**LEMONGRASS.**—This market has remained quiet, but the shipment price is steadily maintained at about 3s. 7d. per lb., c.i.f. The spot price for any oil on offer would be in the region of 3s. 9d. to 3s. 10d. per lb.

**LIME.**—West Indian distilled is steady for new oil to come forward at about 28s. per lb., c.i.f. Small spot parcels would be about 31s. 6d. per lb.

**MANDARIN.**—New crop oil of best quality is offered for shipment at about 15s. per lb., c.i.f. Spot parcels are quoted from 14s. 4d. to 15s. per lb., as to quality.

**NUTMEG.**—A little business is recorded, with prices about unchanged. English, about 6s. 3d.; American, about 5s. 8d.; Continental, about 5s. 6d. per lb. for small lots.

**ORANGE.**—New crop Sicilian sweet is offered for shipment at about 5s. 2d. to 5s. 6d. per lb., c.i.f., as to brand and quantity, with no interest being taken. Spot is at about 5s. 3d. to 5s. 8d. per lb., as to brand, and is dull. Sicilian bitter, new crop, is quoted for shipment at about 4s. 4d. per lb., c.i.f. French Guinea oil is selling in good volume and at very low prices; shipment, in the region of 2s. 4½d. per lb., c.i.f., and less for bulk quantities; small spot parcels, 3s. 4d. to 3s. 6d. per lb. Californian on spot has been in fair demand: one case, 61 cents; two or more cases, 56 cents per lb. Business has been very good this week.

**PALMAROSA.**—Very little inquiry being received; market barely steady. Spot, about 7s. 2d.; shipment, about 6s. 4d. per lb., c.i.f.

**PEPPERMINT.**—The market dealing with the Japanese product shows a further loss and there is still no confidence in the position, even at current low prices. Spot, about 3s. 6d. per lb.; shipment, October-December, 2s. 5½d.; January-March, 2s. 5d. per lb., c.i.f. The American natural oil, in drums, is nominal at 2 dollars 50 cents per lb., c.i.f., on account of erratic exchange; practically no business being done.

**PETITGRAIN.**—The spot market continues very firm, with holders' lowest figures at 4s. 9d. to 4s. 10d. per lb. The shipment market is nominal on account of lack of offers.

**ROSEMARY.**—Conditions are fairly steady and some moderate business is reported. Spanish, best quality, from 1s. 6d. to 1s. 8d. per lb. French, about 3s. 7d. to 3s. 9d. per lb., spot.

**SANDALWOOD.**—Genuine East Indian Mysore is quoted at first-hand at 20s. per lb. Australian, B.P., 15s. 3d. per lb., in cases. English-made West Indian, cwt. lots, 6s. 9d.; 56 lb., 6s. 10½d.; 14 lb., 7s. per lb.

**SASSAFRAS.**—A modest business is being done, with prices varying as to quality from 3s. 6d. to 5s. 3d. per lb. Artificial oil at cheaper prices.

**PEARMINT.**—The cheapening of the dollar has affected this market and spot oil is available in the region of 6s. 9d. per lb.; shipment is nominal under present conditions. Some fair spot business is reported.

**SPIKE.**—Some spot holders are offering Spanish from 4s. 4d. to 4s. 6d. per lb., as to quantity; business has been slow.

**VETIVER.**—The spot market for Bourbon continues firm at about 27s. per lb., with not much material available. The

shipment market is firm and offers are restricted and work out at fully 27s. per lb., c.i.f.

**WINTERGREEN.**—Dealers are offering at the cheaper prices of 6s. 3d. to 6s. 6d. per lb., as to quantity.

**WORMSEED.**—Market is easier and business has been done at very low prices. Spot would be about 10s. 6d. per lb., with shipment nominal at about 9s. per lb., c.i.f.

#### Fixed Oils, etc.

THESE products have met with a slow demand this week and some of the chief items are quoted rather easier. Linseed and palm oils are at lower figures, with business dull. American turpentine is about level on the week but in quiet demand.—**ACID OILS.**—Prices are barely maintained with the market dull: coconut and/or palm kernel, 17s. 3d.; groundnut, 16s. 6d.; soya, 15s. 3d., spot. **CASTOR.**—A moderate business is being done at former prices: pharmaceutical, 39s.; first pressings, 34s.; second pressings, 31s. (barrels); cases £4 per ton extra, ex mills, Hull, in not less than one-ton lots; Bombay, 23s. 6d. (drums), c.i.f. **COCONUT.**—Quoted prices for deodorised are steadier, business moderate: deodorised, 25s. 9d. (barrels), spot; Ceylon, 16s. 1½d. (drums), c.i.f.

**COTTON.**—Values of all grades are on a lower level and the market has been dull: deodorised, 22s. 9d.; common edible, 20s. 9d.; soapmaking, 19s. 9d.; crude, 17s. 6d. (barrels), spot.

**GROUNDNUT.**—The market is steadier at current prices; business quiet: deodorised, 28s. 3d. (barrels), spot; crude Oriental, 24s. (drums), c.i.f. **LINSEED (RAW, NAKED).**—The market has been dull and values are on a lower level: on spot, 18s. 3d.; November, 16s. 9d.; November-December, 16s. 10½d.; January-April, 17s. 6d.; May-August, 18s. 1½d. Boiled oil, on spot, 21s. 3d. **OLIVE.**—Market continues about steady, business fair: edible, in tins in cases, 70s. per case of ten gallons; B.P., 4s. 6d. per gallon, in 40-gallon barrels. **PALM.**—Business has been slow this week and quoted values for all grades are on a lower level: Lagos, 15s. 6d., shipment; softs, 14s. 6d., spot; mediums, 15s. 6d., shipment; hards, 16s., shipment; bleached, 18s., spot. **PALM KERNEL.**—Rather better prices are quoted but business is quiet: deodorised, 29s. 3d.; crude, 19s. 6d., spot. **RESIN.**—The market is easier, with business slow: B, 12s. 9d.; D, 13s.; F/G, 13s. 3d.; N, 14s. 3d.; W/G, 14s. 6d.; W/W, 15s. per cwt., ex wharf. **SOYA.**—Market is quoted unchanged, business limited: deodorised, 27s. 3d.; crude, spot, 23s. c.i.f. **TURPENTINE.**

**AMERICAN.**—Values are about level on the week, business limited. Total London stocks, 14,491 barrels: on spot, 42s. 9d. **WOOD.**—Business is very limited. Hankow, in barrels, on spot, quoted at 45s. 9d.

#### Coal Tar Products, etc.

BUSINESS in a number of products has been much better and these items are mostly firm at dearer prices. Benzol, toluol, xylol and solvent naphthas are all at higher prices. Creosote oil is a steady market. Pitch is still rather dull, but is expected to improve in the near future. **BENZOL.**—The advance in petrol has affected this market, which is quoted dearer: standard motor 90's, 1s. 5½d. to 1s. 6d. per gallon, in tank wagons, ex works; pure, 2s. 3d. to 2s. 4d. per gallon. **CARBOLIC ACID CRYSTALS** (39° to 40° C.).—The market has continued steady with small quantities quoted at about 9d. to 10d. per lb., packages free, carriage paid. Crude carbolic, 60's, 2s. 6d. to 2s. 7d. per gallon. **CRESYLIC ACID.**—A very fair inquiry is being received and prices are keeping steady: pale, 98 to 100 per cent., 1s. 3½d. to 1s. 4d.; dark, 95 per cent., 11d. to 1s.; special qualities, 2s. 3d. to 2s. 6d. per gallon, ex works. American duty-free acid, 1s. 4d. to 1s. 6d. per gallon, f.o.b. **CREOSOTE OIL.**—The market is very steady with a good business being done. Quoted from 4½d. to 4¾d. per gallon, f.o.r. makers' works, South England. **KEROSENE.**—Market is steady with about average business passing: water white, 10d.; standard white, 9d. per gallon, in barrels, ex wharf, London; in bulk, 2d. per gallon less. **MOTOR SPIRIT.**—Distributors' prices continue at the recent advance: No. 1, 1s. 5d. per gallon, delivered in bulk for England, Wales and South Scotland; 1s. 5½d. for Belfast; and 1s. 6d. for remainder of Northern Ireland and North Scotland; 1s. 6d. for Irish Free State; with Dublin 1s. 5d. per gallon. No. 3 spirit, 2d. per gallon less, and aviation spirit, 4d. per gallon more in all cases. 1d. to 2d. per gallon more in two-gallon tins, as to district. **PITCH.**—So far inquiry for the season now at hand has been poor; market about steady; quoted at about 72s. 6d. per ton, f.o.b., East Coast. **SOLVENT NAPHTHAS.**—The market for 90 to 160 is firm with supplies very short and quoted at much higher prices. The 90 to 160 material is about unchanged: 90 to 160, 1s. 7½d. to 1s. 8½d.; heavy, 90 to 160, 1s. to 1s. 1d. per gallon, naked, at works. **TOLUOL.**—Market is dearer with petrol and continues very steady: commercial 90's, 2s. 8d. to 2s. 9d.; pure, 3s. 2d. per gallon, ex works, London. **XYLOL.**—Prices quoted show a further advance with the market fully steady: commercial, 2s. 7d. to 2s. 8d.; pure, 2s. 9d. to 2s. 10d. per gallon, ex works, London.

# Correspondence

**Letters should be written on one side of the paper only. Correspondents may adopt an assumed name, but must in all cases furnish their real name and address to the Editor**

## Dispensing Proprietaries

SIR.—It may be, as suggested by "Question Mark" in the *C. & D.* of November 4 (p. 572), that all the implications of the present arrangement were not foreseen by those who decided upon it; but the main point of the whole business is that the Ministry of Health has found it necessary to provide some safeguard against the excessive use of possibly highly potent remedies without the knowledge of the writers of the prescriptions. By arranging that only the exact quantity of any proprietary preparation ordered by the prescriber shall be dispensed and supplied to the patient, a reasonable measure of control is provided, and chemists should feel that it is incumbent upon them to comply faithfully with the conditions imposed by the Ministry, while loyally co-operating with the panel practitioners. They are safeguarded against any loss in the matter, and points such as those suggested by "Question Mark" can always be dealt with as they arise. It ought not to be necessary to dispense twenty tablets from an original package containing a hundred; but if the occasion should arise it is easy to mark the original package as having been paid for in full and find some corner where it can be stored for a reasonable length of time, after which no one is at all likely to inquire as to what was done with the residual contents. On dispensing a second quantity from the same original package, one should claim for the dispensing fee only when sending the script to the pricing office. It is, of course, imperative that the chemist's claim for the quantity not dispensed in the first instance shall accompany the script on which the proprietary preparation is first ordered, even though near the end of a month. As a practical point, I would suggest that the best course to pursue sometimes is to dispense the quantity of a proprietary preparation in an original package containing somewhat less than the exact quantity ordered in the prescription. In a case recently brought to my attention, twenty-four tablets were ordered and the chemist claimed for the entire contents of a package containing a hundred. But the tablets are also supplied in packages containing twenty-one, and it would, in my opinion, have been much more reasonable for the chemist to dispense the contents of one of those smaller packages and let the prescriber know why he had done so. As to the dispensing fee payable, that is obviously the fee due on the quantity dispensed; why expect more? Other points raised by "Question Mark" may well be left for the pricing offices and the Ministry of Health to deal with in due course.

Yours faithfully,  
Harrow.  
JOHN HUMPHREY.

## Additional Import Duties (No. 5) Order, 1932

SIR.—The manner of administration of the Regulations governing the Additional Import Duties (No. 5) Order, 1932—foliage (excluding holly, mistletoe, asparagus foliage and Golden Palm branches)—is in serious need of overhauling. The officials responsible are at present administering these Regulations in such a way as to cause considerable annoyance and great injustice to traders. The Commissioners of Customs and Excise rule that this Order covers crude drugs imported into this country in the form of leaves dried and pressed into bales. They also agree that if these leaves are imported cut up they cease to be foliage and merely pay the ordinary 10 per cent. duty instead of 2d. per lb. The cutting of these crude herbs finds employment for not a few people in this country, and it seems entirely wrong that firms should be forced to discharge English labourers and have work done abroad that can quite well be done here. It is not encouraging when a Government department forces this on one. With us alone it means eight cutting machines idle and eight more British labourers on the dole. We are one of the oldest crude drug dealers in

the country, having been established over 120 years, and our policy has always been to employ as much British labour as possible. We therefore resent very much being forced to have this work done abroad. Although letters from the Custom House, in my possession, as far back as January 1933, lay down emphatically that crude drugs in the form of leaves are regarded as foliage and come within the scope of the 2d. per lb. import duty, more often than not goods of this description are still released on payment of the ordinary 10 per cent. duty. The consequence is that traders do not know what such goods are going to cost until they are in their warehouses, and it is impossible to quote prices for forward delivery. There is no attempt at consistency on the part of Customs officials. Goods landed at one wharf will be released on payment of 10 per cent. duty, whereas precisely the same goods landed at another wharf will have to pay the 2d. per lb. foliage duty. This has happened time after time. This method of administration is decidedly unjust, but it goes on in just the same haphazard way, in spite of the fact that it has been pointed out. In conjunction with the Wholesale Drug Trade Association, an application was placed before the Import Duties Advisory Committee for a reduction of import duty on certain dried leaves. This was in May. On October 20 I wrote to the Committee on this subject, who replied that they regretted being unable to give any indication as to when their decision on this matter would be likely to be made known. Five months and nothing done! It is, of course, difficult for a Government department to understand the business man's point of view, but I do suggest that something should be done to alter this state of affairs.—Yours faithfully,

POTTER & CLARKE, LTD.,  
R. W. WREN, Director,

London, E. 1.

## Main Lines and Side-Lines

SIR.—"Can Pharmacists live by Pharmacy?" is the heading of the "Retrospect of Fifty Years Ago" in the *C. & D.* of November 4. The paragraph reprinted points out that the successful men of that time used pharmacy as a stepping-stone to other things, and gives well-known names as examples. The same thing could be said to-day: those pharmacists who have achieved position or amassed wealth have done so by leaving the retail business of pharmacy behind, while those who have not had the ability or opportunity to do so remain in the old rut. The reprint further notes that pharmacists have lost the auxiliary trades by which they lived in the past, and have not secured others to replace them. Fifty years later a review of the situation shows us more and more, not only of our side-lines but also of our fundamental drug trade pirated by all kinds of dealers, while we endeavour to take a leaf out of our competitors' book by filling our pharmacies with sweets, stationery, cheap jewellery and anything else which will turn over a shilling or two. Perhaps in some future time we shall see a movement to get back to the old and true business method of one shop one trade. At present all that is left to us of pharmacy is insurance dispensing, and I wonder what the pharmacists of fifty years ago would have thought of that, and the sale of odd pennyworths of loose drugs. Recently a customer demanded two-pennyworth of hydrogen peroxide and proffered a square sauce bottle covered with a label on all four sides, with some of the sauce and half a broken cork floating in it in the bottom. To deal with this purely pharmaceutical sale it was necessary to wash the bottle out, extract the cork, remove the sauce labels, measure the peroxide, relabel, cork and wrap up, all for 2d. The customer then informed me that she could get a larger quantity in a threepenny bottle at the local market!

Faithfully yours,  
FAR FROM PHARMACY (13/11).

**Accumulating Criticism**

SIR.—A speaker at the Leeds chemists' dinner (*C. & D.*, November 4, p. 550) said with regard to the new Pharmacy and Poisons Act that we are dealing with an accomplished fact, and that our efforts should be directed to ascertaining the best interpretation and administration of the Act rather than finding fault with it. But I do not see why the Act should not be criticised merely because it has now been passed into law. In the same issue of the *C. & D.* there are three reports dealing with views on the Act coming from three distinct and widely separated areas—one from Belfast (p. 549), the second by "Viator" (p. 565), who speaks of the hostility expressed in Scotland, and the third from the "Justice of the Peace" (p. 566), in which the writer of the review of the Act exposes the objectionable clauses with admirable clarity. And coming into contact, as I do, with a fair number of pharmacists in business and having opportunities of hearing their views freely spoken, I have yet to meet one who expresses satisfaction of any sort with the terms of the Act. If "Viator" were to make a similar tour in England he might be surprised to find an atmosphere equal in hostility to that prevailing in Scotland, perhaps more so.

Yours truly,  
ATMOSPHERIC (14/11).

**"Redundant" Pharmacies**

SIR.—As a genuine sympathiser with the pharmacist of to-day, I offer a few suggestions to remedy the cause of the redundancy noted in your columns. Chemists must press for the restriction of the sale of drugs to them ; it is pitiful to see chemists' goods sold in little grocers' shop, at every street corner, by persons who know nothing, or very little, of the production or properties of drugs. Then there is the rush into business by new chemists to contend with. In this town where I live we have a chemist for every 100 yards of the main street, most of them doing £20 to £25 a week or less, which does not give them a living wage. The number of chemists should be limited. Old chemists should retire and give the young ones a chance. We are apt to over-value long experience and under-value the energy and hardihood of our young chemists. Why not put more responsibility on them? Chemists must be taught business methods ; many never remit accounts by post when due, missing their discounts. One chemist I know is paying 10 per cent. for borrowed money. Another was approached by a customer who demanded 5 per cent. discount for monthly accounts, and was refused ; he was accommodated by the next chemist, who was rewarded with big business. Have you noticed that two out of every three people turn to the right when they enter a shop? The best shows should be made on the right-hand side of the shop.—I am, etc.,  
G. S. S. (14/11).

**Subscribers' Symposium**

For interchange of opinion among "C. & D." readers and brief notes on business and practical topics

*Metric Weights and Measures*

Who buys the B.P.? If it is the common or garden chemist, why use the metric instead of the imperial system of weights and measures? Whose vanity has to be nourished at the expense of the convenience of the common herd? It is annoying to have to use paper and pencil every time one wishes to make a batch of Dr. Gregory's powder.—*A Scottish Rebel* (16/10).

*Altered B.P. Preparations*

Regarding the altered preparations of the new B.P., has any pharmacist noticed that tinct. nucis vom. deposits considerably after a week or so? Is this due to the reduction in the proportion of alcohol? Another B.P. preparation which deposits is inf. gent. co. conc., which does not help to make a clear mixture of the mist. sodii sal. of the new Insurance Formulary.—*Deponent* (23/10).

**Miscellaneous Inquiries**

When samples are sent particulars should be supplied to us as to their origin, what they are, what they are used for, and how. We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them.

*P. E. (20/80).—EYEBROW COSMETIC.*—Eyelash cosmetic of the kind to which you refer is generally made as follows:—

Soap	...	...	...	9 parts
Lamp black or burnt umber	...	1 part		
Water	...	...	...	a sufficiency

The colour should be lixivated with a little water, then milled in with the soap, which is afterwards stamped out in moulds.

*R. A. (16/80).—The plant received by you from Belfast and known locally as stoneberry shrub is *Vaccinium Vitis-idaea* Linn. of the order Vacciniaceæ. It is a small, straggling evergreen shrub known as the box-leaved wortleberry, bearing punctate leaves and purplish-red berries. It occurs in hilly places in the British Isles, in the Alps in Europe, and in North America.*

*A. E. (12/80).—CLEANSING LOTION.*—The following is a formula for a cleansing lotion or complexion milk of the character you have in mind:—

Flaked soap (best household)	...	3 <i>j.</i>
Water	...	3 <i>ij.</i>

Heat and dissolve, then add:—

Beeswax	...	...	...	3 <i>ss.</i>
Tincture of benzoin	...	...	...	3 <i>ij.</i>
Spermaceti	...	...	...	3 <i>j.</i>
Cocoa butter	...	...	...	3 <i>ss.</i>

Continue the application of heat until melted and stir until a thick emulsion has formed.

Then slowly pour in a hot solution of

Water	...	...	...	3 <i>x.</i>
Glycerin and borax	...	...	...	3 <i>ij.</i>

When cold add:—

Mucilage of tragacanth	...	...	3 <i>x.</i>
Alcohol (90 per cent.)	...	...	3 <i>ij.</i>
Santalol	...	...	3 <i>j.</i>
Oil of geranium	...	...	3 <i>ss.</i>

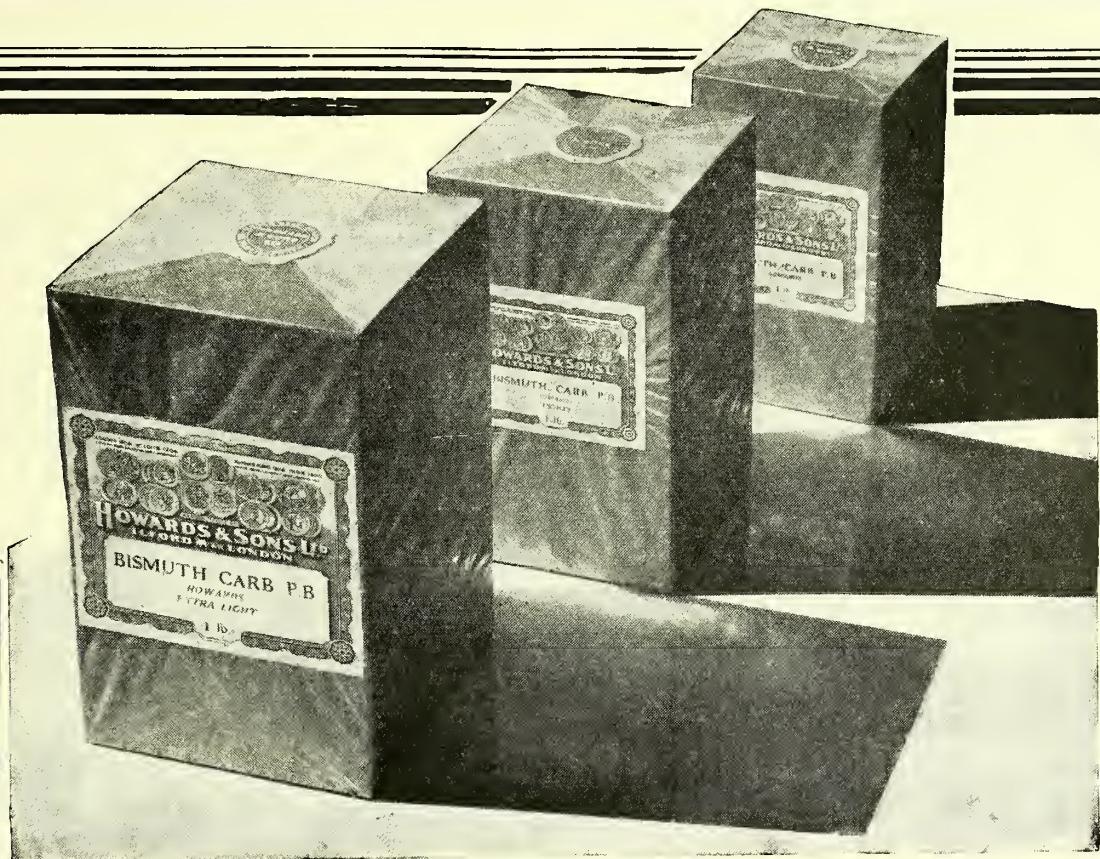
If too thick, thin down with water.

**Retrospect of Fifty Years Ago**

Reprinted from  
"The Chemist and Druggist," November 15, 1883

**Circulars**

Pharmacists who write excellent articles or letters in newspapers on political, religious or trade topics seldom seem to think of employing this talent on the promotion of their business. We have often known such men send out bald, dry, old-fashioned circulars on just those subjects and on no others, and with the same phraseology as they learned in their apprentice days. . . . People have got too much accustomed to the announcement concerning tincture of myrrh and borax, for instance, that while it purifies the breath and strengthens the gums it also preserves the teeth from decay, while the well-known introduction to the inevitable cough-mixture advertisement as to the danger of neglecting coughs, colds and incipient bronchitis tells now with diminished force on a public which has grown familiar with the suggestions of alarm. . . . Some of the most successful patent medicines have been established with the aid of a literary skill scarcely above the average of the infant school. . . . The chemist, however, who might wish to cultivate the confidence and the custom of the more educated classes ought not to find it at all difficult to do so.



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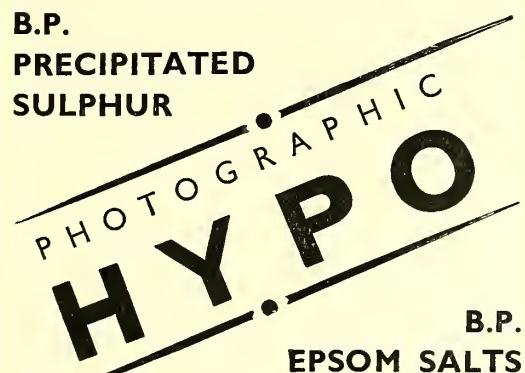
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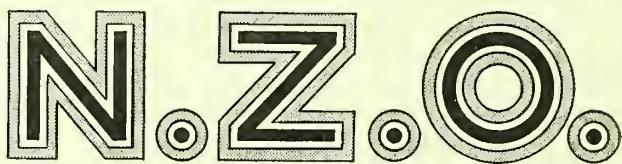


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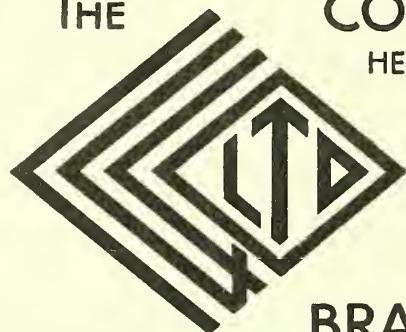
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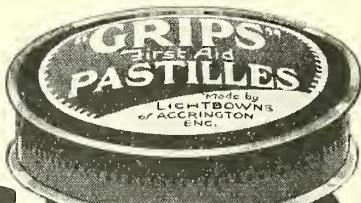


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**Write for Special Quantity Terms**

The Denver Chemical Mfg. Co., London, E.3

AN OLD-FASHIONED—BUT REALLY EFFECTIVE  
remedy for COUGHS, COLDS, IN-  
FLUENZA and BRONCHIAL troubles

**licoricine**  
ACTS LIKE MAGIC

Prices 10½d., 1s. 3d. and 3s.

MANDALL & CO. Ltd., 17/23 Stepney Rd., Newcastle-on-Tyne

**TERMS**

10½d. size, 8½ per doz.

1½ " " 12½ " "

3/- " 27/- "

Less 5% dls. on £6 orders.

Carriage paid on orders of

£2 and over.

# THE LATEST BEECHAM PRODUCT

This season the public will be demanding BEECHAMS Brand LUNG SYRUP! A NEW Product bearing a name which means SUCCESS—a name known and respected by MILLIONS—a name of incalculable goodwill which must ensure IMMEDIATE ENORMOUS DEMAND FROM THE START.

Everyone knows Beecham's Pills. The success of Beecham's Powders is beyond dispute.

The Success of Beechams Brand Lung Syrup rests upon the same solid foundation. Its efficacy in banishing COUGHS, COLDS, BRONCHITIS, and other RESPIRATORY TROUBLES is really outstanding.

A Bold, Forceful, Compelling advertising scheme, covering the foremost papers in the land, is now in operation. The public are responding to this advertising. Keep yourself stocked to meet every demand.



## TRADE TERMS FOR ALL BEECHAM PRODUCTS

### BEECHAM'S PILLS.

1/3 size	- - - - -	11/9 per dozen
3/- "	- - - - -	28/- "
5/- "	- - - - -	54/- "

### BEECHAM'S POWDERS.

1/3 size	- - - - -	11/9 per dozen
5/- "	- - - - -	54/- "

### BEECHAM'S POWDERS (Tablet Form).

1/3 size	- - - - -	11/9 per dozen
5/- "	- - - - -	54/- "

### BEECHAMS Brand LUNG SYRUP

1/3 size	- - - - -	11/9 per dozen
Less 2½% discount and a further 5% display allowance. Minimum Order £2. All goods packed free and despatched carriage paid.		

Stock more—Show more—Sell more

**BEECHAM PRODUCTS**

ST. HELENS, LANCASHIRE

BEECHAMS PILLS LIMITED



### **Unprecedented Profits**

Send an order to your regular wholesaler for three of the new Daisy container display cards (30's) costing 2/9d. each. You will make no less than 82% profit on your outlay. Make the heavy Daisy advertising swell your own turnover and profits by always keeping this card on display.

**J. E. ELLIS LTD.**  
Horsforth, LEEDS

**This illustration  
is reproduced in  
the National Press  
10,000,000  
times each week**

# GALLOWAY'S COUGH SYRUP

*SHOWS NEARLY 50% PROFIT  
WHEN BOUGHT ON BEST TERMS*

**A £5 ORDER**

ENTITLES YOU TO

**10% DISCOUNT and 2½% for Prompt Cash**

**1/3 SIZE 12/- PER DOZ.**

**2/6 " 24/- " "**

*CARRIAGE AND PACKING FREE IN UNITED KINGDOM*

## FAMILY LUNG SYRUP

Special Offer for £5 Parcel

**6½d. size - - - 4/9 per doz.**

**1/- " - - - 9/- " "**

**1/6 " - - - 13/6 " "**

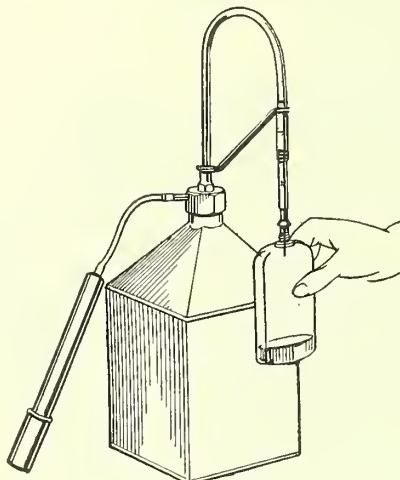
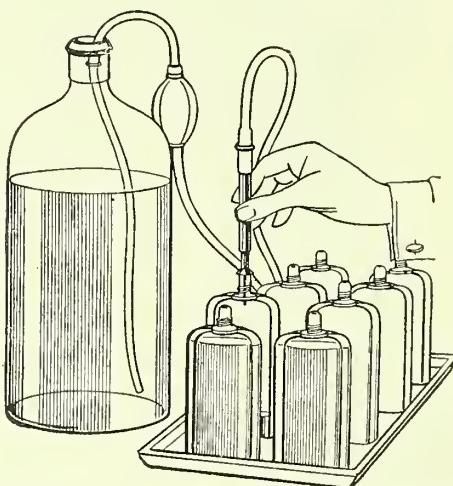
*5% DISCOUNT AND 2½% FOR PROMPT CASH*

---

**LOOK TO YOUR STOCKS AND  
SEND YOUR ORDER NOW**

---

**P. H. GALLOWAY, LTD.  
LONDON, S.E.17**

**TOOGOOD'S**BOTTLE FILLING APPARATUS  
for Sprinkler-neck BottlesPressure Type for Oils or  
Thick Liquids.Made in  
two stylesGravity Type  
for Spirits or  
Thin Liquids.

A new type of Filling Valve

Prov. Patent No. 30222

For prices and full particulars apply to  
**WILLIAM TOOGOOD LIMITED** 77 SOUTHWARK STREET  
London, S.E.1

**H. E. STEVENSON & Co., Ltd.**  
Wholesale Export Druggists

10 Pancras Lane,  
Queen Victoria Street, London, E.C.4

Malt Extract & Halibut Liver Oil  
Exquisitely Packed

1 lb. Glass Jars	-	-	14/- doz.
2 lb. " "	-	-	25/- "
1 cwt. Drums	-	-	75/- cwt.

ALL CHEMISTS SHOULD STOCK

**ABDINE**

THE GOLD MEDAL HEALTH DRINK. Quick Seltzer. Big Profits.  
Over 60 years' Reputation. "Abdine" is obtainable from the Wholesale  
Houses. Attractive Display Material constantly available.

DUNCAN McGlashan LTD., ABDINE WORKS, WESTFIELD RD., EDINBURGH

**BLYTON, ASTLEY & CO. LTD.**  
Eagle Laboratories, Lr. Broughton, Manchester,  
FOR  
LOZENGES, PASTILLES, "MENTHELLS,"  
and Quick-Selling SPECIALITIES.

For Colds,  
Influenza,  
Neuralgia  
and all  
Nerve  
Complaints

GREENWICH  
O. Q. T.  
**ORANGE QUININE TONIC  
POWDERS**  
7 FOR 6 D.

Health,  
Strength and  
Vitality  
regained  
Creates  
Appetite

**THE POCKET TONIC**

Sells all the year round

Retail 3d., 6d. &amp; 1/-

Write for 100% Profit Terms

**MILNER & COKE  
LIMITED**

11 John Penn St., London, S.E.13

**METHYL - IODO - ASPIRINATE**  
 = **METHYL - ASPRIODINE**  
 = **56·3% ASPIRIN + 39·7% IODINE**  
 = **RELIEF IN RHEUMATISM  
AND ALL JOINT AFFECTIONS**



BALM, 3/- : CAPSULES, 2/6 : LINIMENT, 3/-

**W. MARTINDALE**

12 NEW CAVENDISH ST., LONDON, W.1

Phone: Langham 2441

Grams: Martindale, Chemist, London

## PETROLEUM JELLIES

WHITE, LEMON, YELLOW, AMBER, RED, GREEN.

## WHITE & COLOURED OILS

YELLOW, GREEN, RED FOR BRILLIANTINE, etc.

## LIQUID PARAFFIN

COLOURLESS, TASTELESS, ODOURLESS.  
ALL SPECIFIC GRAVITIES.

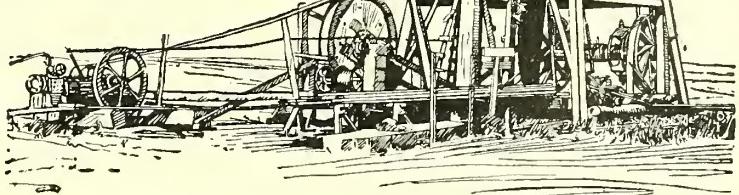
B.P. AND TECHNICAL QUALITIES

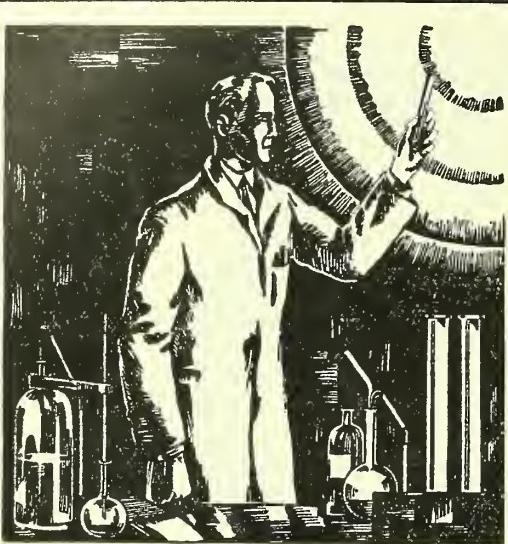
*Wholesale Trade only.*

## STERNS LTD.

16 FINSBURY SQ., LONDON, E.C.2, ENGLAND

Telephone: NATIONAL 7644 (7 lines)  
Telegrams: "CENTUMVIR, PHONE LONDON."





## Every Step Forward in Medical Science

is the result of prolonged and pains-taking investigations.

No new theory can be regarded as definitely established unless it has been put to the test of innumerable experiments.

The contention that Norwegian Medicinal Cod Liver Oil provides the most effective cure against the human rickets, because it is extremely rich in vitamins A and contains more vitamins D than any other natural product, has been proved by the most exhaustive scientific investigations.

Norwegian Medicinal Cod Liver Oil is world-famous for its high quality.



## NORWEGIAN COD LIVER OIL



**YOU WANT EXTRA SALES  
GOOD PROFIT  
VERY WELL—TELL EACH CUSTOMER  
ABOUT VIGGORMALT AND PUT  
AN EXTRA 1'-2'6 5'6 or 8'**

INTO YOUR TILL with certainty of REPEATS  
YOU MERELY TELL HER SHE CAN EASILY MAKE

**PURE BEER  
FOR 1 D PER ALE or  
PINT STOUT**



**VIGGORMALT** (Regd)  
THE PURE TRIPLE-STRENGTH EXTRACT OF  
RICH MALT and CHOICE HOPS ONLY  
(NO ADULTERATION OR ADDED COLOURING)

**Simply Add  
Cold Water**

LIBERAL DISCOUNTS—CARRIAGE PAID  
WRITE FOR TERMS AND DISPLAY MATERIAL TO:  
**FASSETT & JOHNSON, LTD.**  
86 CLERKENWELL ROAD, LONDON, E.C.1  
Sole Manufacturers—VIGGORMALT LTD., Hove, Sussex

**YEAST**  
SUPPLIED FREE  
WITH EACH TIN

*We help you to sell this  
non-alcoholic ginger wine*

not that our help is absolutely necessary, for in thousands of cases it sells itself. New customers, however, will be attracted by the smart and telling advertising matter we send out for display purposes. This includes our latest "Savings Bank" novelty. We pay you for the window display and a generous profit is assured.

GOOD  
it's  
Mason's

**MASON'S  
GINGER WINE ESSENCE**

*For full particulars write  
NEWBALL & MASON, LTD., NOTTINGHAM.*

**HALIVEROL**  
(Halibut-liver Oil with Viosterol)

Haliverol is 60 times as potent as cod-liver oil in Vitamin A and 250 times as potent in Vitamin D. One minim is the therapeutic equivalent of one teaspoonful of cod-liver oil.

During the coming winter pharmacists will receive many calls for this product, for physicians are prescribing it extensively. It is worth while to carry a stock, ready to fill prescriptions immediately.

Supplied in 5 c.c. bottles (each with a dropper) and in boxes of 25 capsules (each containing three minims).

**THE HALIBUT**  
(*Hippoglossus*)  
is the largest of  
the flat-fish family,  
and often measures  
five feet from nose to  
tail. A young halibut  
swims vertically and  
has an eye on each  
side of its head; but,  
as the fish grows to  
maturity, one eye  
gradually migrates,  
so that eventually both  
eyes are on the same  
side. The full-grown  
fish swims and lies  
"flat," and not in a  
vertical position.

**SOLUBLE GELATIN CAPSULES**  
**HALIVEROL**  
HALIBUT-LIVER OIL  
WITH VIOSTEROL

25  
3 MINIMS  
(0.18 C.C.)  
Diluted with a bland oil.  
PARKE, DAVIS & CO.

HALIVEROL  
HALIBUT-LIVER OIL  
WITH VIOSTEROL

5 C.C.  
HALIVEROL  
HALIBUT-LIVER OIL  
WITH VIOSTEROL  
Cod-Liver Oil is  
60 times as potent  
in Vitamin A and  
250 times as potent  
in Vitamin D.

HALIVEROL  
HALIBUT-LIVER OIL  
WITH VIOSTEROL

PARKE, DAVIS & CO.

PARKE, DAVIS & CO.  
50, BEAK STREET, LONDON, W.I.  
LABORATORIES, MOUNTAIN MEADOWS, INC., U.S.A. MANUFACTURERS

# PURE MALT EXTRACT

*with FINEST*

# NORWEGIAN COD LIVER OIL

*The Brand that does not separate nor crystallize.*

*Your own name and address on labels. In English jars, etc. Direct from the actual manufacturers.*

## THE BRITISH DIAMALT COMPANY

SAWBRIDGEWORTH - - - HERTS.

*London Office :*

116 Church Road, Upper Norwood, S.E.19.

*Phone : LIVINGSTONE 3583.*

*These Journals are selling*

## TOWN TALK for YOU

Advertisements of "Town Talk" Liquid Silver Polish, the "Town Talk" Silver Plate Cloth and the "Town Talk" Chromium Plate Cloth appear consistently each month in over 10 million copies of the women's newspapers and magazines illustrated.

That is why Stockists don't have to *sell* "Town Talk"—they are asked for it.

*Order direct or from*

James Woolley Sons & Co., Ltd., Manchester  
Ayrton, Saunders & Co., Ltd., Liverpool

Brooks & Warburton, Ltd.,  
Goodall, Backhouse & Co.,  
Leeds

May, Roberts & Co., Ltd.,  
London

**TOWN TALK POLISH CO.**  
— MANCHESTER —



## BRITISH WINES

We specialise in . . .

**B.P. ORANGE and  
WHITE WINES.**

WRITE FOR SAMPLES AND QUOTATIONS.

**MELROSE-DROVER, LIMITED,**  
*MAKERS,*  
**LEITH.**

*Established 1872.*

# FOR YOUR APPROVAL

## *White's Cod Liver Oil Concentrate*

# PRESENTS ITS CREDENTIALS!

The only cod liver oil concentrate in tablet form made *entirely* from the unsaponifiable fraction of pure cod liver oil, guaranteed for both potency and stability in vitamins A and D.

It has been tested and accepted by the Council of Pharmacy and Chemistry of the American Medical Association.

It has been tested and accepted by the Council of Dental Therapeutics of the American Dental Association.

It is backed by five years *controlled clinical research*. It has been used for the last two years in several leading London hospitals with complete success.

# DESERVING OF YOUR SUPPORT

worthy of your  
recommendation

*White's* COD LIVER OIL  
CONCENTRATE  
BRAND  
**TABLETS**

TESTED! . . . . . TRIED! . . . . . GUARANTEED!

WHITE'S LABORATORIES, LTD., THAMES HOUSE, WESTMINSTER, S.W.1

November 18, 1933

**PHARMACEUTICAL**

**W HIGHEST**

DISPENSING BOTTLES CHEMISTS' ROUNDS FEEDING BOTTLES SOXHLETT BOTTLES EYEBATHS

SPRINKLER BOTTLES OPAL AND FROSTED GLASSWARE

QUALITY GLASSWARE

K. GRAHAM

DESIGNERS & MANUFACTURERS  
OF GLASSWARE FOR PERFUMES,  
COSMETICS AND BATH SALTS

**WOOD BROS. GLASS CO.  
LIMITED**

(ESTABLISHED 1828)

BARNESLEY • • • ENGLAND

**Personal Tuition in—  
OPTICS**

MANY SUCCESSES IN THE EXAMINATIONS.

Your opportunity to

**QUALIFY IN OPTICS**

PRACTICAL WORK. Personal tuition in the practical work is a distinctive feature. Students can avail themselves of the practical classes held during examination times when they are in London. Expert tuition for the SIGHT-TESTING DIPLOCMAS of the Worshipful Company of Spectacle Makers (F.S.M.C.), the British Optical Association (F.B.O.A.), the National Association of Opticians (F.N.A.O.), and the College of Optics (F.C.O.).

Write for Syllabus:—

C. A. SCURR, M.P.S., F.S.M.C., F.B.O.A., F.I.O., F.N.A.O., F.C.O.  
50 HIGH STREET, BARNET, LONDON, N.

**NOW BRITISH MADE**

**WAGNER'S DRY BOTTLE CAPS**  
BEST IN QUALITY & APPEARANCE

**R. V. WAGNER**

33 BROOKE ST., LONDON, E.C.1. Tel. Holborn 5090

**The Ideal Chemist's Counter**

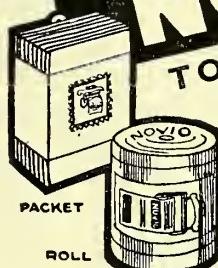
No. C.D.F. 5191  
A new type of  
**COMBINED  
DISPLAY  
COUNTER**  
with Showcase  
and Cash Till. Constructed of Oak or  
Mahogany framing. 6 ft. long x 2 ft. wide x 3 ft. high. Top, front and ends in  
drawn plate glass. The display section is 4 ft. 4 in. long with panelled back doors  
and shelves 1 ft. 6 in. high. The interior is mirrored glass at the end. At side is fitted a  
reliable cash till with showcase front as shown. The showcase is 18 ins. wide  
and fitted with 3 glass shelves each 4 ins. deep. The case is mirror-lined at back  
and door is fitted lock. £15. 0. 0 each

Deferred Payment Terms.—12 equal monthly payments of 26/3  
Full List of Showcases No. CD 1400 free on request.

DUDLEY & COMPANY, LIMITED, 451 Holloway Road, London, N.17  
City Showroom: 65 Fore Street, E.C.

TO GET  
**INTO DIRECT TOUCH**  
with the best buyers of Drugs,  
Chemicals, and allied products  
**ALL OVER THE WORLD**  
use regularly the publicity  
service afforded by  
**THE CHEMIST & DRUGGIST**

**NOVIO**



**TOILET PAPER**

We are continuing our press advertising, and are again featuring the special sample offer which has won so many new customers for this superior toilet paper.

Look to your stocks now—there is good business waiting. Send a card for trade terms and samples to Novio Paper Co., 26 Grove Park, Camberwell, S.E.5

*See the "Lancet's" opinion, 27 July 1907.*

**NOVIO**  
TOILET PAPER



You need only stock the full range of Southalls Sanitary Towels to satisfy the needs of the vast majority of your customers.

- "ORIGINAL," most popular.
- "CELTEX," soluble.
- "K," made entirely of absorbent cotton wool, with very soft cover.
- "COMPRESSED," for Travelling.

Southall Bros. & Barclay Ltd., B'ham

**SOUTHALLS**  
SANITARY TOWELS

**NORVIC** 

Regd.

**BLUE CARTON CRÊPE BANDAGES**

Concentrate on "NORVIC" the QUALITY Crêpe Bandage. Protected Prices mean assured profits.

P.A.T.A. PRICES	2"	2½"	3"	3½"	4"
Cost	12/-	15/3	18/3	21/3	24/5 doz.
Sell	1/6	1/11	2/3	2/8	3/- each.

*Stocked by leading Wholesalers.*

**Sole Manufacturers:**  
GROUT & CO., LTD. 35 Wood St., London, E.C.2



**PERKEN, SON & CO., LTD.**

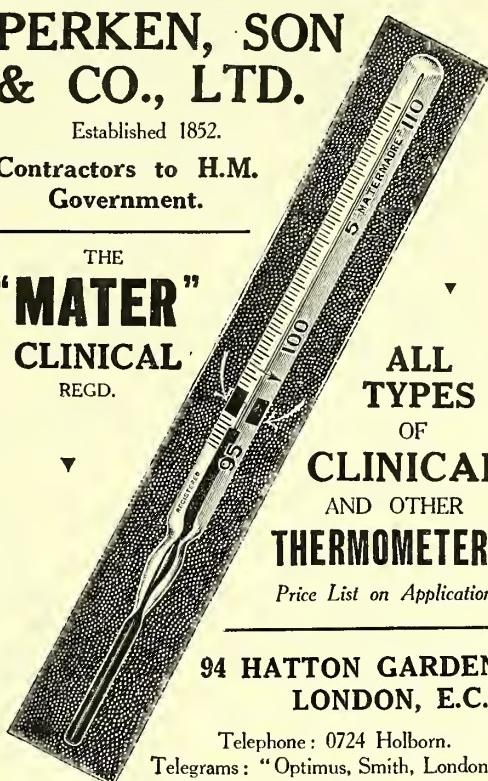
Established 1852.

Contractors to H.M. Government.

THE "MATER" CLINICAL REGD.

ALL TYPES OF CLINICAL AND OTHER THERMOMETERS

*Price List on Application.*



94 HATTON GARDEN, LONDON, E.C.1

Telephone: 0724 Holborn.  
Telegrams: "Optimus, Smith, London."

**WILLIAM MATHER, LIMITED**  
DYER STREET, MANCHESTER.

(Established 1826)



ZINC OXIDE and RUBBER ADHESIVE PLAISTER ON SPOOLS.

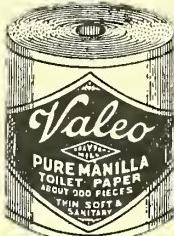
POROUS PLAISTERS. ELASTIC PLAISTER BANDAGES. ANTISEPTIC PLAISTER DRESSINGS. "CROCUS" CORN COMFORT, Etc.

# Drayton Mill

GOLD MEDAL

## TOILET PAPERS

"VALEO"



PURE MANILLA PAPER, THIN, SOFT and SANITARY. About 900 pieces, 12 oz. Rolls.

ENGLISH MANUFACTURE

"LYSOL"  
MEDICATED



750 Pieces  
12 oz. Rolls.

THIN, SOFT as VELVET and SOLUBLE.  
NO INJURIOUS PRINT on PAPER.

"SILKO"



AN UNMEDI-CATED PAPER SOFT and SILKY. About 750 pieces 12 oz. Rolls.

### THE MOST POWERFUL DEODORISING TOILET PAPER MADE

Treated with "LYSOL" under a pressure of 40 lbs. per square inch, which ensures a perfect non-irritating antiseptic paper.

Cartons



GOLD MEDAL

### "IVA" Toilet Paper

Medicated or Unmediated.

This is the premier Toilet Paper made, and combines all the important features of sanitary papers with the addition of a special antiseptic of recognised Medical value. It is carefully prepared by a process that ensures purity and softness, and yet renders it sufficiently resistant to make it an ideal paper for Toilet use.

*This Quality Suitable for Use in the Tropics.*

*Export Enquiries Solicited.*

Testimonials from "THE LANCET," "THE BRITISH JOURNAL OF TUBERCULOSIS," and LONDON'S LARGEST HOSPITALS.

Rolls



*Please Write or Telephone us for Samples—*

**The DRAYTON PAPER WORKS, LTD.**  
**SOUTH PARK, FULHAM, S.W. 6.**

Telephone : FULham 5541.



# The CHEMIST AND DRUGGIST SUPPLEMENT

This Supplement is inserted in every copy of The Chemist & Druggist

28 ESSEX STREET, LONDON, W.C.2

NOVEMBER 18,  
1933.

## ADVERTISEMENT TARIFF

**ALL ADVERTISEMENTS** are PREPAID, so that remittance must accompany instructions in each case. If it be necessary to telephone or telegraph an urgent announcement this may be done, provided the money is telegraphed at the same time.

**BUSINESSES WANTED** and for DISPOSAL, PREMISES TO LET and FOR SALE, PREMISES WANTED, PARTNERSHIPS, GOODS for SALE and AGENCIES—6/- for 50 words; every additional 10 words or less, 6d. (Box No., 1/- extra.)

**SITUATIONS OPEN**—6/- for 40 words; every additional 10 words or less, 6d. (Box No., 1/- extra.)

**SITUATIONS WANTED**—2/- for 18 words; every additional 10 words or less, 6d. (Box No., 1/- extra.)

**LEGAL NOTICES, TENDERS, AUCTIONS**, and all specially-spaced announcements, 1/3 per nonpareil line (12 lines = 1 in. h single column). (Box No., 1/- extra.)

**MISCELLANEOUS (Wholesalers') Section** for odd and second-hand lots—10/- for 60 words; 1/- for every additional 10 words or less. (Box No., 1/- extra.)

**EXCHANGE COLUMN** (for Retailers, etc.)—Twopence per word, minimum 2/- (Box No., 1/- extra.)

**THE CHEMIST & DRUGGIST**, 28 Essex St., Strand, London, W.C.2  
Telephone: Central 6565 (8 lines). Telegrams: "Chemicus, Estrand, London."

## CLOSING FOR PRESS.

must reach us  
not later than

FIRST POST THURSDAY MORNING

All advertisements intended for insertion in this Supplement

## ORRIDGE & CO. 56 LUDGATE HILL, E.C.4

ESTABLISHED 1846

Telephone No.: CITY 2283

May be CONSULTED at their Offices on MATTERS of SALE, PURCHASE & VALUATION

We make no charge to purchasers, and invite intending buyers to communicate with us, stating their requirements

1.—EDGWARE ROAD (NEAR).—Good Middle- and Working-class Retail Business with splendid N.H.I. Dispensing connection. Established 50 years; returns £2,200, of which sum over £500 is from N.H.I.; exceptional profits; accountant's figures; single-fronted shop in main road; good living accommodation; rent £150; long lease; price £1,500, or valuation terms entertained.

2.—SHEPHERD'S BUSH (NEAR).—Middle- and Working-class Retail Business with Kodak Agency; established 8 years; increasing turnover; last year approximately £1,650; accountant's figures available; gross profit 36 per cent.; double-fronted shop in good position; rent £95; long lease; price asked £950 or reasonable offer; valuation terms entertained; genuine reason for disposal.

3.—CAMBERWELL GREEN (NEAR).—Branch Business, situate in excellent position in busy main road; established over 60 years; returns, under management, £1,200; scope for large increase; good profits; rent about £10 per annum; lease; further details on application.

4.—CHALK FARM (NEAR).—Chemist and Herbalist's Business with N.H.I. recently commenced; established about 60 years; net profit about £750 per annum, under the proprietorship of a lady; the premises occupy a splendid position in a very busy main road; the rent is £200 per annum, and the lease has about 13½ years unexpired; this lease is very valuable; price asked £2,000, or valuation terms entertained.

5.—BECKTON (NEAR).—Cash Drug Store for disposal; great scope for N.H.I. Dispensing; established 25 years; in present hands since inception; returns exceed £1,100 per annum; net profit £325; single-fronted shop, situate in centre of thickly populated area; new lease at £65; sublet £52 per annum; price £950 all at; vendor retiring.

6.—WEST LONDON (GOOD-CLASS SUBURB).—Light Family Retail Business, situate on main road in good-class area; established over 40 years; returns, under the management of an elderly man, approach £2,300 per annum; net profit about £400; double-fronted corner shop, nicely fitted and fully stocked; long lease; nice accommodation, with garage; price £1,550; owner retiring.

7.—STEPNEY (NEAR).—Middle- and Working-class Business with large N.H.I. (about £340 per annum); returns present rate £40 per week, plus N.H.I.; net profit approximately £400 per annum; corner shop, well fitted and stocked; price £1,200; any trial given.

8.—LINCS.—Good Middle-class Retail Business; established 1860; returns £4,000 per annum; double-fronted shop; good position; rent £250; long lease; further details on application.

9.—ESSEX (GOOD-CLASS SUBURB).—Good Middle-class Retail Business, situate in prominent position; increasing turnover, present rate being £60 per week; splendid Optical connection; double-fronted shop, nicely fitted in mahogany and well stocked; new lease at reasonable rental; further details on application.

10.—BOURNEMOUTH (NEAR).—Family Retail Business with Kodak Agency; returns £1,724; gross profit £625; net profit £314; double-fronted shop, very nicely fitted and stocked; comfortable living accommodation, with small garage; price £450, plus stock and fixtures at valuation, in all about £1,100; property must be purchased; price asked £1,550; no doubt a substantial mortgage could be raised.

11.—KENT (NEAR LONDON).—Cash Retail Business with small Panel connection; old-established and in present hands six years; returns, under management, £2,643; gross profit £886; accountant's figures; double-fronted main-road shop, well fitted and fully stocked; long lease at reasonable rental; price £1,550; genuine reason for disposal.

12.—MIDLAND CITY.—Middle-class Retail Business, run under management; returns approach £1,500 per annum; have been much more; the premises occupy a good position; double-fronted shop, well fitted and fully stocked; good living accommodation; new lease at £80 per annum; price £1,000, or valuation of stock and fixtures.

13.—ST. ALBANS (NEAR).—Medium-class Business, situate in good market position; increasing turnover; will exceed £1,600 this year; October, 1933, shows an increase of £13 over October, 1932; net profit over £400 per annum; very nice house available if required; rent of shop premises £60 per annum; held on lease; price £1,100 or near offer, or £350, plus stock and fixtures at valuation.

14.—DERBYSHIRE.—Middle-class Retail Business, occupying splendid position in marketing thoroughfare; increasing turnover, at present averaging £40 per week; scope for increase in the hands of a younger man; nice house available; price £1,500 or near offer; vendor retiring.

## Chemists' Transfers, Valuations for Sale, Stocktaking & Probate

Special Terms for Income Tax Valuations and Preparation of Accounts by Qualified Accountants.

*Ernest J. George & Co.*

Chemists Valuers & Transfer Agents.

**Bank Chambers, 329, High Holborn, London, W.C.1.**  
Telephone Nos. Holborn 1167 & 1278. (2 lines).  
**Tudor House, Walsall, Telephone, Walsall, 3774.**

(Cr) LONDON, N.W.—For disposal owing to retirement.—High-class pharmacy, in present hands for over 30 years; average turnover £2,500—£3,000 per annum; premises situated in main shopping thoroughfare; reasonable rental, which includes good living accommodation; excellent scope for further increase and development; purchase price to comprise agreed sum for fixtures and goodwill, plus stock at valuation.

(C2) KENT (Near to Coast).—Country business with charming modern house, including extensive garden, garage, etc., available for disposal, together with property (freehold); present net profit approximately £300 per annum; proposition admirably suited to chemist desirous of settling in a quiet neighbourhood, not too far distant from London, and to whom the earning power of the business is not the premier consideration; full particulars, in strict confidence, upon application.

(C3) NORTH CHESHIRE.—Established retail business with living accommodation; turnover for 1932-33, £1,512; property can be purchased or leased at a reasonable rental; no near opposition; £100 is asked for the goodwill of the business, plus the value of stock and fixtures.

(C4) LONDON, N.W.—Pharmacy with living accommodation at present sublet, situated on main road of thickly populated middle working-class district; present returns £18/1/20 weekly; rent and rates of shop, after allowing for sublet, approximately £80 per annum; price for quick sale £400, including stock, approximately £300; the matter is urgent, and the proprietor is open to consider any reasonable offer or suggestion.

(C5) CLAPHAM (NEAR).—Established middle-class business prominently situated and offering plenty of scope for development; present returns approximately £1,200 per annum; reasonable rental, which is more than covered by income from subletting; main road situation; reasonable purchase price.

(C6) BUCKS.—Recently-established pharmacy showing steady and consistent progress; present returns approximately £1,250 per annum, with indications of considerable further increase; property can be purchased or leased as required; no near opposition; price about £750; owner has purchased a larger business some distance away, and cannot adequately supervise; further details upon application.

(C7) BIRMINGHAM.—Good family and general retail business, situated in growing residential suburb; present returns approximately £20 weekly, with plenty of scope for increase; rent £70, less sublet (one room), which brings in £32 10s. per annum; good living accommodation;

purchase price to cover value of stock and fixtures only (no goodwill asked).

(C8) SOUTH MIDLANDS.—Good retail business with living accommodation including 4 bedrooms, situated in congenial market town; turnover upwards of £1,300 per annum, with net profit approximately £350; very reasonable overheads; no near opposition; further particulars, in strict confidence, to genuine prospective purchasers upon application.

(C9) NORTH-WEST COUNTY.—Old-established retail business and property, with good living accommodation, situated in prominent industrial town; the returns of the business have been very consistent for the past 3 years, the turnover for 1932-33 being in excess of £2,000, with net profit to owner-proprietor upwards of £500; no near opposition; reasonable purchase price; this proposition constitutes a sound genuine investment, and is well recommended.

(Cro) LONDON EAST.—Old-established retail and dispensing business, (lock-up), situated in thickly populated working-class district; present turnover approximately £1,200 per annum; large N.H.I.; very reasonable overheads; for a quick sale the business can be acquired at a figure below value; further details upon application.

(Cr1) LONDON WEST (OUTER SUBURB).—Good family and dispensing business, situated in main shopping street; the business is well known, having been established for many years; turnover for last financial year upwards of £2,750; rent £120, including living accommodation, long lease, or freehold could be acquired; stock and fixtures estimated at £1,200; further particulars in strict confidence upon application.

(Cr2) NOTTS.—Old-established family business with excellent connections and potentialities; the present returns are at the rate of approximately £2,250 per annum, and are showing steady and consistent increase; rent £140, plus rates; lock-up shop, with extensive storage accommodation; price, £1,350; exceptional opportunity.

(Cr3) WIMBLETON (NEAR).—Drug Store with side lines, situated in rapidly growing residential suburb; very attractive modern premises, including good labour-saving house with three bedrooms, etc., and all conveniences. Present returns approximately £30 weekly, with abundant scope for extensive development; reasonable rental; long lease; good reasons for disposing; personally visited, and strongly recommended.

## BERDOE & FISH CHEMISTS' VALUERS AND TRANSFER AGENTS,

41 Argyle Square, KING'S CROSS, W.C.1

(One minute from St. Pancras and King's Cross Stations.)

1.—SOUTH COAST.—Light Family Retail with Kodak Agency; turnover averages £1,750; audited books; well-fitted shop, with good house; no near opposition; price, including freehold, £2,600.

2.—HERTS (Market Town).—Good Middle-class Business showing steady progress; turnover exceeds £1,500; net profit £420; books audited; modern Pharmacy; well stocked; rent £60; long lease; price £1,100 or £350 and valuation.

3.—MIDLANDS.—Light Family Retail with N.H.I., in thickly populated district; no near opposition; returns last year £1,321; rent £52; on lease; corner shop, well stocked; owner ordered South; price £800 or £200 plus valuation.

4.—WESTCLIFF-ON-SEA.—Well-established Light Retail, with good Prescribing; main-road position; turnover exceeds £1,300; net profit £348; house attached; fully stocked; price £1,000.

5.—YORKS (West Riding).—Old-established Business; returns average over £4,500 under management; scope for increase; gross profits 40 per cent.; books audited; good position; long lease; price £2,300 or £500 plus valuation of stock and fixtures.

6.—CHESHIRE (Coast).—Well-established steady Business; returns average £1,100 to £1,200; gross profits 38 per cent.; main-road position; good living accommodation; price £900, or valuation plus small goodwill.

7.—WARWICKSHIRE.—Nice-class Suburban Business; pleasant district; present returns £20 weekly; main-road position; good house; low rent; stock and fixtures worth over £700; price £100 plus valuation for early sale.

8.—TALLY HO (near).—Good-class Suburban Retail with valuable appointment; present returns £20 weekly under female management; stands to do double; handsome modern Pharmacy with 2 self-contained flats over; stock and fixtures worth £500; price £600 or first reasonable offer.

9.—LONDON, W.9.—Middle-class Cash Retail with large Panel and good Photo connection; returns approx. £2,200; gross profits over 45 per cent.; books audited; main-road position; rent £150; long lease; large house; price £1,500 or offer.

10.—LONDON, N.W.—Good-class Suburban Business; growing district; returns £12 weekly under manager; plenty of scope; double-fronted shop; well stocked; price £175 or bare valuation.

Lowest Terms for Stocktaking.

Estab. 1870.

Telephone: Terminus 3574.

**S. F. CLARK, F.N.A.A.** Phone: Prospect 3366  
**CHEMISTS' VALUER & TRANSFER AGENT**  
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**SERVICE** } Personal and confidential attention given in the  
FOR } TRANSFER OF BUSINESSES, VALUATIONS  
**CHEMISTS** } for all purposes, PARTNERSHIPS, COMPANY  
FLOTATION, and ACCOUNTANCY.

*Uninterruptedly associated with Pharmacy since 1896.*

## THE ASSOCIATION OF MANUFACTURING CHEMISTS, LIMITED

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**VALUATIONS, SALES OF BUSINESSES. STOCKTAKINGS.**  
*Enquiries Invited.*

**JOHN BRIERLEY, F.N.A.A.**  
**CHEMISTS' VALUER AND TRANSFER AGENT**  
135 Queen Street, Newton Heath, MANCHESTER

Wallasey, good class, returns £1,500 p.a., nice house, lease, reasonable rent, sound offer £900.  
Glamorgan, returns £1,500 p.a., excluding N.H.I. (vendor retiring and guarantees a living for £600).  
Others—Gloucester, Somerset, London. (Tel.: Failsworth 1913).

## E. BROWN, L.N.A.A.

**Chemists' Stocktaker and Valuer**  
*Specialist in Stocktaking for Income Tax.  
Partnership, Purchase or Sale.  
Valuations for every Purpose. Personal attention.*

21 DAVENPORT RD., HAZEL GROVE, STOCKPORT

# *Have you thought of selling your business?*

**ORRIDGE & CO.**

**56 LUDGATE HILL,  
LONDON, E.C. 4**

*the oldest established firm of  
Chemists' Transfer Agents &  
Valuers in England (Established  
1846) have purchasers  
waiting for businesses in all  
parts of the country.*

No matter whether the reason for sale be contemplated retirement, ill health or change of environment, we can assist you.

ANY DISTRICT

ANY TURNOVER

ANY PRICE

## *We have the Buyer waiting*

*We have enjoyed the support and confidence of Pharmacists for nearly a century and assure prospective vendors of complete satisfaction.*

*Sales conducted privately. We are willing to call upon you if desired and give our opinion as to value.*

## **LET US BE OF SERVICE TO YOU**

## BUSINESSES FOR DISPOSAL.

6s. for 50 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

**BIRMINGHAM** (near).—Chemist's shop with house attached, on long lease; death vacancy; stock and fixtures valued £350; main thoroughfare; three surgeries near; excellent opportunity for Optics; now under management; with personal supervision would quickly double takings and N.H.I.; sacrifice for quick sale; £375. 542/19, Office of this Paper.

**ESSEX (NEAR LONDON)**.—Very good profit-earning Business situated in middle working-class residential district; turnover about £2,650 per annum, with net profit £550/£600; living accommodation; reasonable rental; long lease; price all-in £1,650, or near offer; further particulars in strict confidence upon receipt of bankers' references. Ernest J. George & Co., 329 High Holborn, W.C.1.

**HEREFORDSHIRE** (Market Town).—For sale, Chemist's Business, now run as "Drug Stores," in centre of main street; excellent living accommodation; or may be had as "lock-up shop"; modern fittings; double front; 13 years' lease; returns over £1,000 yearly; price £600; excellent opportunity for young Qualified. Full particulars 541/23, Office of this Paper.

**KENT COAST**.—£450; established 5 years; lock-up shop; rent £35; turnover £1,000; Kodak; growing district; full particulars available. 541/22, Office of this Paper.

**LIVERPOOL**.—City business for sale; turnover increasing; well fitted and stocked; a good reason for disposing; accountant's figures available. Apply to Messrs. Hugh Jones & Lewis, Chartered Accountants, 18 Cook Street, Liverpool.

**LIVERPOOL**.—Middle-class Retail Business with N.H.I. Dispensing and Kodak Agency; double-fronted shop; returns £20 per week, easily increased by man with Optical qualification; rent £85; 13 years' lease; value of stock and fixtures (about £550) plus agreed figure for goodwill; leaving district for children's health. 542/31, Office of this Paper.

**LONDON, N.**.—Lock-up Business for sale in thickly populated working-class district; no near opposition; rent £60 (inclusive); lease nearly 20 years; has done £15 per week under principal; plenty of scope; price asked for quick sale £250 or nearest offer. For further particulars apply Nicoll, 110 Copenhagen Street, Islington, N.1.

**LONDON, S.E.**.—Splendid opportunity for young Chemist with limited capital to purchase a business with plenty of scope for development, at a very low figure; present certified net profit to owner-proprietor £256 per annum; rent and rates approximately £80; about £400 will purchase, including stock £200; part might remain under approved circumstances. 231/303, Office of this Paper.

**LONDON SUBURB (S.E.)**.—Old-established Family Business situated in good-class district; present turnover averages over £50 per week, and abundant scope exists for substantial increase; premises situated in main thoroughfare; house available on premises if required; reasonable rent; long lease; price about £1,550. 231/302, Office of this Paper.

**SHROPSHIRE BORDER**.—Sound, unopposed Country Business in small market town; average takings under management for last three years £1,300 at 33 per cent. gross profit; rent and rates, which include good house, £43; enquirers please send evidence of bona fides; audited accounts; excellent opportunity for one who likes a country life and requires a steady income of £350 per annum without the long hours of a town business. 537/8, Office of this Paper.

**SOUTHERN COUNTY**.—Excellent Modern Pharmacy, with up-to-date flat, situated in popular inland resort; present returns approximately £40 per week, and steadily increasing; reasonable rental; long lease; no near opposition; price about £1,400, but owner is open to reasonable negotiation. 231/304, Office of this Paper.

**WEST RIDING**.—Easily worked Old-established Cash Retail; Kodak and Wines; returns 1932-33, £1,300; N.H.I. 1933, £350 per month; very low overhead charges; price £500, being value of stock and fittings; stock of £350 could be reduced to suit purchaser; further particulars from owner. 542/18, Office of this Paper.

**A** RARE Opportunity to acquire an old-established business with big turnover at good profits in Yorkshire market town; Family, Agricultural and Photographic; several sole agencies; capital necessary £4,000; genuine enquiries only answered. 542/7, Office of this Paper.

**COUNTRY** Business; genuine; near Brighton; established 2 years; returns £1,430, increasing; lock-up shop; lease 12 years to run; house available; price £950, including stock and fixtures; banker's reference required and given. 541/27, Office of this Paper.

**D**RUG STORE, Main Road, S.E. London, thickly populated district, lock-up shop, all conveniences; neglected under female management; good scope for live man with small capital; excellent reasons for selling; for quick sale nearest offer to value of stock and fixtures. 542/32, Office of this Paper.

**G**EUNE Business in London, showing £7 to £11 p.w. profit, is offered at the sacrificial price of £525 or near (part can remain), including well-stocked shop in main thoroughfare; good lease at £75 inclusive; valuable prescription service, many stockists; good stock, fixtures and fittings; suit Unqualified or Qualified man; owner willing to stay and teach business; ideal for couple to run; a rare opportunity to obtain own business at a bargain price; books open to any inspection; obliged to sell for medical reasons. Write 542/34, Office of this Paper.

**G**OOD-CLASS Dispensing and Family Business for disposal owing to retirement of owner; old-established, and situate in main road of residential London suburb; turnover approximates £2,600, with net profit £580; a younger Pharmacist could increase (and reduce staff expenses); full details upon application, giving bankers' reference. 231/306, Office of this Paper.

**G**OOD-CLASS well-established Modern Cash Business, within 10 miles of Manchester; excellent position on main road; net profit to owner-manager approximately £400; good living accommodation; price for goodwill, fixtures and fittings £550; stock at valuation. 542/29, Office of this Paper.

**S**MALL Pharmacy, with boarding-house attached, in favourite resort on East Coast, suit elderly chemist with two daughters to run boarding-house; 14 bedrooms; good garden; open situation in nice residential district; close sea; no other shops near; full particulars on application. 541/17, Office of this Paper.

## BUSINESSES WANTED.

6s. for 50 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

**C**HIMIST'S Business wanted, preferably near Edinburgh; must bear strict investigation; mixed business preferred; confidential. Apply in first instance to 541/16, Office of this Paper, stating particulars.

## PREMISES TO LET.

**S**PLENDID Opportunity for Chemist at Orpington Garden Estate; modern Shop to let or for Sale; write or call; shops also available on Godstone Road, Whetstone, Surrey; particulars on request. E. O'Sullivan (Kenley), Ltd., Arterial Road, St. Mary Cray, Kent.

## PREMISES FOR SALE.

**C**AMBERWELL, S.E.—Very substantially constructed Freehold Premises, comprising 4 floors, 5,600 sq. ft.; lift; all L.C.C. requirements; for sale at a low price of £2,500. Apply Leopold Farmer & Sons, Factory Specialists, 46 Gresham Street, E.C.2.

**S**HOP Property in Glasgow for sale, corner of Crown Street and Rutherglen Road; important site in populous district; frontage about 49 ft. in Crown Street and 30 ft. in Rutherglen Road; suitable for Chemist's business. Apply Macdonald Smith & Co., Solicitors, 100 West Regent Street, Glasgow, C.2.

## AGENCIES.

**S**ALESMAN, with over 12 years' selling experience, desires to represent firm of repute, or take over sole agency for Midland Counties; stock could be kept in Birmingham; cash banked as goods are sold and credit particulars sent on. Write H. E., 21 Reservoir Road, Olton, nr. Birmingham.

## PARTNERSHIPS.

**A**DVERTISER owning new modern equipped factory wishes to get in touch with Chemist looking for opportunity to join progressive firm with growing connection dealing in well-sought-after commodities; unique opportunity for energetic worker with about £300 capital to invest. 543/22, Office of this Paper.

**L**ADY Dispenser, Hall Qualification, would like to join another with capital for Drug Business; seaport town, South, preference; experienced in Hairdressing and Beauty Culture business; will impart knowledge of same. 541/30, Office of this Paper.

## APPOINTMENTS.

ABERDEEN: ROBERT GORDON'S TECHNICAL COLLEGE.  
SCHOOL OF PHARMACY.

THE Governors invite applications for the post of Head of their School of Pharmacy. The salary will be at the rate of £500 rising by three annual increments of £15 and one increment of £5 to £550 per annum. The salary is at present subject to a deduction of 5 per cent. and will be subject to such abatements as may hereafter be imposed. Candidates must be Pharmaceutical Chemists.

Thirty-seven copies of a letter of application, which should state age, training, experience and qualifications of the candidate and be accompanied by thirty-seven copies of testimonials, should be lodged with the Secretary of the College on or before November 30, 1933.

The person appointed will have to pass a medical examination and will be expected to enter upon duty on January 1, 1934, or as soon thereafter as may be arranged.

A statement regarding the appointment and a copy of the prospectus will be sent on request to intending applicants.

JAMES MCKENZIE,  
Secretary.

Robert Gordon's Technical College,  
Aberdeen, November, 1933.

## APPRENTICES.

APPRENTICE required; Prelim. Exam. essential; excellent training and experience; healthy climate, within 8 miles of sea. 541/4, Office of this Paper.

APPRENTICE (19), Secondary School girl, with Northern Higher School Certificate, desires Apprenticeship, preferably in or near York. G. Wilson, 14 Clarence Street, York.

## SITUATIONS OPEN.

## RETAIL (HOME).

6s. for 40 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

ELTHAM, S.E.9.—Unqualified Assistant wanted, with good all-round experience. State age, height, experience, references and salary required to 540/26, Office of this Paper.

LONDON.—Junior Assistant (about 24), gentleman, wanted; must be well trained and of good address; applicants not answered in 6 days respectfully declined. Apply, stating full particulars, experience, wages, etc., Hodgetts, 79 Abbey Road, N.W.8.

LONDON.—Young, energetic Assistant required; Unqualified; good previous experience and sound references necessary. Apply, with full particulars and salary required, 231/307, Office of this Paper.

LONDON, N.—Qualified Assistant required at once; able to manage busy branch single-handed; must be honest, trustworthy, &c.; knowledge of Window-dressing essential. Apply, with references, wages expected, age and experience, to 543/8, Office of this Paper.

LONDON (near).—Qualified Chemist required immediately; permanent post. Reply, giving full particulars of past experience and state salary required. 542/26, Office of this Paper.

LONDON, W.—Junior Assistant required (November 27) for high-class Dispensing Business. Good reference essential. Please state age, experience and salary required to W. A. Weston, 29 New Broadway, Ealing, W.5.

LONDON, W.—Reliable Qualified Junior, male, Assistant required, able to use typewriter. Reply, with full particulars, to 542/40, Office of this Paper.

LONDON COUNTY COUNCIL.—Pharmacist (Scale B) required (man or woman) at Hammersmith Hospital, Ducane Road, W.12. Candidates must hold the Certificate of the Pharmaceutical Society of Great Britain. Salary £325—£12 10s.—£375 a year. Remuneration and conditions subject to review. Forms of application (stamped addressed foolscap envelope necessary) obtainable from the Medical Officer of Health (S.D.3a), County Hall, S.E.1, to be returned by December 2. Canvassing disqualifies.

MANCHESTER.—Wanted immediately, a reliable Qualified Assistant, age 25-40, for old-established business; good Window-dresser and used to heavy N.H.I.; permanency, 9 a.m.-9 p.m. Apply, stating age, height, experience, salary required, &c., to 542/28, Office of this Paper.

CAPABLE Junior Assistant required, principally for Window-dressing and Counter for good-class business in Herne Hill; salary moderate. Also Lady Assistant for Counter only, in Ilford district. Please state age, salary required, and full particulars to H. B., 63 Clinton Road, Bow.

F.B.O.A. OR F.S.M.C., with Pharmaceutical experience, possibly longer; state age, experience, salary required, height; enclose photograph (for return) if possible; applications unanswered in 4 days declined. Bayley, Chemist, 25 Connaught Avenue, Frinton-on-Sea.

HAYWARDS (Birmingham), Ltd., have an immediate vacancy for a Junior Assistant. Full particulars in writing to 90 Aston Road North, Birmingham.

J. WEARING, Pharmacist, Woking, has a vacancy for a young gentlemanly Qualified Assistant; good Dispenser and Counterman essential; give full particulars of experience and copy of recent testimonials and salary required; letters not answered in 4 days respectfully declined.

JUNIOR or Improver; mining district South Wales; comfortable berth for steady, obliging young man; modest salary to commence; state age, height, experience and salary expected; enclose photo if possible; applications not answered in 7 days declined. 542/13, Office of this Paper.

MANAGER required for high-class business, aged about 30; must have personality, a good appearance and sound managerial experience; preference given to those with experience of exclusive Toiletries and Photographics; state age, if married, height, salary, and submit photo; no copies of testimonials required with first letter. Apply Wands, Ltd., 12 Haymarket, Leicester.

MANAGER required for Pharmacy in London, West End; must be good Pharmacist and well versed in modern methods; salary and share of profits, minimum of £300 per annum guaranteed. Apply with full particulars, B. R., 231/298, Office of this Paper.

PHARMACY.—Required, Female Assistant, Unqualified or Hall Certificate; must have general pharmaceutical and shop experience. Write, stating age and experience, to the Staff Manager, Royal Arsenal Co-operative Society, Limited, 148 Powis Street, Woolwich, S.E.18. Endorse envelope "Pharmacy." Widows and single persons only considered. Note.—Canvassing of members of the General Committee or Officials will disqualify.

PHARMACY.—Female Assistant required for Christmas season; must have general Pharmaceutical and shop experience. Apply in writing, stating age, experience, &c., to the Staff Manager, Royal Arsenal Co-operative Society, Limited, 148 Powis Street, Woolwich, S.E.18. Endorse envelope "Pharmacy." Widows and single persons only considered. Note.—Canvassing of members of the General Committee or Officials will disqualify.

QUALIFIED Assistant (male); Dispensing and good Salesman. Replies not answered in three days respectfully declined. Salary required and all particulars to Venables Drug Stores, 260 Upper Tooting Road, London, S.W.17.

QUALIFIED Lady Assistant wanted, mainly for Dispensing, but also used to busy Counter trade; experienced. Fullest particulars to Secretary, Derby Co-operative Society, Albion Street, Derby.

QUALIFIED Young Lady Assistant required; must be accurate Dispenser, with a good general knowledge of suburban Retail business; salary offered, £3 to £3 10s. per week. Full particulars and photograph, if possible, to E. Collinson, Park Road, Timperley, near Manchester.

QUALIFIED Manager, male, required, single; all-round experience; good personality; capable Windows and Salesmanship; moderate salary to start, but good prospects; modern pharmacy in Stoke Newington; write fully, including age and salary. "Owner," 23 Southwood Lawn Road, Highgate, N.6.

UNQUALIFIED Assistant, male, at once, for good-class business, age 25 to 40; please give full particulars, age, height, experience and salary required; applications not answered in 4 days respectfully declined. Dixon, 7 Central Parade, Wembley, Middlesex.

## PHOTOGRAPHS, TESTIMONIALS, &amp;c.

When answering advertisements in this section applicants are strongly advised not to send (unless specially requested) ORIGINAL TESTIMONIALS or VALUABLE PHOTOGRAPHS. As can be readily understood, when an advertiser receives from 100 to 150 replies the task of returning photographs, testimonials, &c., is one of some difficulty.

**WANTED** immediately, smart Junior or Improver, Unqualified, for few weeks; state age, experience, salary required, references, when free, to Cross & Co., 21 High Street, Redhill, Surrey.

**WANTED** immediately, Qualified Assistant, age 30-40, of good London and Provincial experience; well educated and competent Dispenser. Apply Mr. R. L. Wilson (Moorhouse), Pharmacist, 12 Market Hill, Barnsley, stating salary required, when free, and enclosing references. Applications not answered in 7 days respectfully declined.

**WANTED**.—Qualified Lady Chemist for Worthing. Write, stating age, experience and salary required, to 231/297, Office of this Paper.

**WANTED**.—A Lady Assistant for new Pharmacy Department; must have had previous experience and a knowledge of surgical requirements. Apply, with full details, and stating age and wage expected, to the Committee, Rugby Co-operative Society, Ltd., 45 Chapel Street, Rugby.

**WANTED** (December 11), Young, recently Qualified male Assistant for S.W. district; must be industrious, well recommended and willing to undertake routine work. 231/299, Office of this Paper.

**YOUNG LADY** Assistant wanted at once; must be capable and experienced Saleswoman. Apply mornings, Manager, Durbins, Chemists, 66 The Broadway, Ealing.

**YOUNG** Qualified Junior (22-24) required at once, suitable for those who wish to gain further experience. Apply personally if London, others please write, F. W. P., 90 Aldermans Hill, Palmers Green, N.13.

### WHOLESALE.

**LONDON** Wholesale Druggists and Manufacturing Chemists require responsible Representatives with established connection in respect of drugs and non-proprietary goods for North Hants and Surrey, also London area (mainly W., W.C. and S.W.). 230/294, Office of this Paper.

**A**PPLICATIONS invited from Pharmacists, age 35/40, for a responsible position in the purchasing section of a firm of industrial chemists; applicants should possess initiative and sound business knowledge; previous buying experience an asset. Full particulars and salary required to P.C.B. 97/11, Office of this Paper.

**CORKS**.—Representative wanted for Birmingham and District by large firm of manufacturers in London and Spain; would be a good side-line; liberal commission; good connection would be given to suitable man; London and other districts would be entertained. Write Box Z.H.482, c/o Deacon's, 5 St. Mary Axe, E.C.3.

**MEDICAL** Representatives required by well-known Infant Food Manufacturers for calling on G.P.s and Welfare Centres in London, also Yorkshire and/or North Midlands; applicants must be aged around 25/35 years, able to drive car, willing to reside on any ground and of good appearance and address; pharmaceutical qualifications and/or medical knowledge or training would be advantageous. Write in confidence, giving full details of career, age, married or single, and remuneration expected, to M. R., 231/295, Office of this Paper.

**Q**UALIFIED Chemist required as Drug and Chemical Stock-keeper by firm of Wholesale Chemists; must be accurate worker, not over 35 years of age. Apply, stating salary expected and experience, to 231/301, Office of this Paper.

**Q**UALIFIED Representative required by progressive Manufacturers to call on Chemists and Doctors in Edinburgh and East Scotland; established connection to hand over; fullest particulars of past experience, age, stating whether any connection on the territory named; applicants will be required to provide their own car. 231/300, Office of this Paper.

**S**ALESMAN for Northern England, resident Yorkshire, for Optical and Surgical Goods; Wholesale, Hospital and Retail; salary and commission. Apply, full particulars, 542/9, Office of this Paper.

### NAMES AND ADDRESSES.

When sending advertisements for any of the sections in this Supplement, advertisers—as a guarantee of good faith and not necessarily for publication—should always give their names and addresses. It sometimes occurs that this rule is not followed and delay and disappointment ensue. Strict attention to this detail will be appreciated.

**S**OAPS, Perfumery and popular-prices Toiletries; Representatives required by well-known Manufacturer of the above, on all territories with the exception of Scotland, Ireland and London; the position carries salary, commission and expenses. Full particulars of experience and salary required to 231/305, Office of this Paper.

**T**OR PERFUMERY CO., LTD., Fine Soap Manufacturers and Perfumers, Castle Bromwich, Birmingham, require full-time Representatives, following territories: London; Manchester, including Warrington; Liverpool, including North Wales; Leeds, including Yorkshire. First-class men with knowledge of the trade, write in confidence. Established connection. Also established connection Agents for the following area: South Coast of England.

**T**RAVELLER required with good connection amongst Pharmaceutical Chemists in London and outer suburbs, to take over existing connection and develop same as side-line on commission basis, with the products of an old-established firm Surgical requisite manufacturers; give details of experience, area worked, lines carried. 542/38, Office of this Paper.

**T**RAVELLERS with established connections in Provinces and Scotland requiring an additional easy-selling line showing good profit are invited to communicate with advertiser marketing an extensively advertised Beauty Preparation of popular appeal. Reply, giving full details, which will be treated confidentially, to P.C.B. 97/17, Office of this Paper.

**WANTED**, Qualified, experienced and energetic Manager for Wholesale Manufacturing Chemist's business near Manchester; state age, experience and salary required. Apply 231/296, Office of this Paper.

### SITUATIONS WANTED.

#### RETAIL (HOME).

**2s. for 18 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)**

**A.A.A.A.**—QUALIFIED (33), single, tall; 14 years' experience Dispensing, Counter, Prescribing, Photographic, Window-dressing; manager last position; energetic and trustworthy; excellent references. 542/10, Office of this Paper.

**A.A.A.** M.P.S. (26) seeks post with responsibility; capable Dispenser, Salesman and Window-dresser; provincial and London experience; interview. Morgan, 62 Maryland Road, Maida Vale, W.9.

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**A** QUALIFIED Manager, disengaged, over 20 years' experience, requires position; London or Suburbs. Davies, 109 Alexandra Drive, Surbiton, Surrey.

**A** SSOCUM, Manager or Assistant, "not registered"; over 30 years' London experience; whole or part time; Counter, Book-keeper, Dispensing and worker; London only. "Prescriber," 130 Scott-Ellis Gardens, N.W.8.

**A** SSISTANT, Unqualified, desires position; best all-round West End experience; disengaged. "M." 25 St. Stephens Road, Bayswater, W.2.

**A**SSISTANT, Unqualified (21); all-round experience; 4 years last berth; disengaged; good references. Downes, 117 Lewis Terrace, Welling, Kent.

**A**SSISTANT (31), Qualified, Irishman, abstainer, desiring change, seeks post as Assistant; English City preferred; good all-round experience; free at any time. 543/12, Office of this Paper.

**A**SSISTANT (29), married, thoroughly experienced Wholesale, Laboratory, Retail, seeks permanent progressive position with Retail or Wholesale house, London or near; excellent references. "S," "Beaulieu," Quaves Road, Slough.

**C**HEMIST requires change of Management; scope essential; sound references and wide experience. 543/29, Office of this Paper.

**C**HEMIST, Scotsman (48), experienced, conscientious, Prescriber, desires Management or Dispensing; London or provinces; reasonable salary. "Chemist," 44 Westbourne Grove, Westcliff-on-Sea.

**D**ISENGAGED; locum or relief; any period; thoroughly experienced; competent, industrious, obliging; highest references. Chemicus, 56 Rudloe Road, Balham.

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**F.S.M.C.** F.B.O.A., J.C.Q.O. (34), experienced all branches Pharmacy, Optics and Photography, seeks change; position of trust; south preferred. 543/34, Office of this Paper.

**I**MPROVER (19) requires situation in Manchester or district. R. Haskayne, 25 Westcroft Road, Withington, Manchester.

**J**UNIOR (20; 5 ft. 9 in.), honest, conscientious, willing; sound references; used to good-class Dispensing and Counter business. 541/28, Office of this Paper.

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**L**ADY (30), Qualified, tall, as Assistant or Manageress; London or Provinces; excellent references. 543/4, Office of this Paper.

**L**OCUM (35), Manager or part-time; Qualified; competent, reliable; disengaged. Chemist, 50 Grove Lane, Camberwell, S.E.5. Phone: Rodney 2719.

**M**ANAGER (32; 6 ft.), Qualified; single; 4½ years' experience; good appearance; disengaged week's time; consider locum. 542/14, Office of this Paper.

**M.P.S.** J.C.Q.O. (33), tall; permanency as Manager; mainly London and Suburban experience; excellent references. 543/33, Office of this Paper.

**M.P.S.** (36); moderate salary; excellent references; 6 years' management last position. Girgis, 213 North End Road, West Kensington.

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**Q**UALIFIED, as Assistant; married, elderly, active; accurate Dispenser; many years' experience at home and Colonial; moderate salary. P.C.B. 97/20, Office of this Paper.

**Q**UALIFIED Chemist and Optician (31) desires meet established Chemist wishing start Optical Department in New Year; advertiser has complete optical stock, fittings and apparatus; prepared to assist or manage, either capacity; salary or salary and commission basis, providing good prospects of working up practice to mutual advantage. 540/40, Office of this Paper.

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**Q**UALIFIED Lady (25), with 9 years' good Dispensing and Counter experience, requires locum or permanency; free now. "Chemist," 32 Horsley Close, Epsom, Surrey.

**Q**UALIFIED Lady seeks post, Assistant or Manageress; excellent references; experience in all branches; free now; interview appreciated. 541/39, Office of this Paper.

**Q**UALIFIED Lady, 15 years' all-round experience, desires post with Chemist, any capacity; able to take charge; excellent references; at liberty. 541/11, Office of this Paper.

**Q**UALIFIED; 15 years' W.E. experience; reliable, trustworthy; good Salesman; any capacity; disengaged. Chemist, 477 North Circular Road, Cricklewood, N.W.2.

**Q**UALIFIED (23) Scot; town or country; experienced and reliable; well recommended; free now. K. Allan, Pharmacy, Aboyne, Aberdeenshire.

**R**ECENTLY Qualified (23) requires situation in good-class Dispensing business; satisfactory references. S. C. Cox, Darley Abbey, Derby.

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**S**IITUATION WANTED.—Trustworthy and capable; Dispenser, Prescribing, used to N.H.I.; excellent Counterman; knowledge of Photography; disengaged; locum entertained. C. A. P., 538 Holloway Road, N.

**U**NQUALIFIED (28); tall; excellent experience and references; Window-dressing, Optics, &c.; 5 years London; South Wales preferred. Mort, Plough Road, Swansea.

**Y**OUNG Lady, recently Qualified, desires post as Assistant; good all-round experience; capable Dispenser and Counter Hand. Apply 543/16, Office of this Paper.

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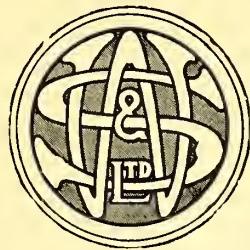
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